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Chemist & Druggist

The newswweekly for pharmacy

6 December 1975 Vol. 204 No. 4993

117th year of publication

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Contents

Comment <input type="checkbox"/> Independents' offers	767
USDAW resent ASTMS bid for employees	768
Further groups of drugs to be reviewed	768
Eighteen new Fellows of the Society	769
Numark on television in Ulster	770
The case for NAGPEP	772
The Xrayser Column: Training	774
New plans for NI Golden Jubilee celebrations	780
Striking off for "flagrant disregard of public safety"	781
Federated Chemicals group reorganises	786

Appointments 786	New Products 777
Coming Events 788	News in Brief 788
Company News 786	On TV Next Week 777
Deaths 774	People 774
Equipment 781	Trade News 776
Letters 783	Westminster Report 785
Market News 788	Classified Advertisements 789

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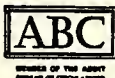
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Comment

Independents' offers

"You asked for it", says the National Pharmaceutical Union's Pink Supplement, in a headline above its announcement that a promotion has been arranged with Max Factor for an "independents exclusive", the NPU member's answer to promotions "available only at Boots".

The "available only at Boots" copy-line is, of course, taken from Press and other advertisements which support the promotions in question. And advertising is usually fundamental, since the aim, from Boots' point of view, is to increase store traffic as well as to sell-through more of the products on offer. This is the philosophy exploited by Numark and the reason its members are asked to contribute towards the cost of national Press advertising (and now television as well—see p770).

But there is no mention of advertising with the Max Factor offer, and it is hard to see how it could be done in a way that would not confuse the public. The manufacturer could conceivably advertise "from independent chemists only" (though the Pharmaceutical Society might have an opinion on that).

More important, however, is the fact that not all independents would have the offer since the promotions are to be open "only to stockists of that manufacturer". They could take some finding—and the shopper is unlikely to participate in the hunt.

Even in the case of a product on which there is no "stockist" limitation, the outlet could still not be identified—and how independent is "independent", remembering that groups from Weston down are in NPU membership? There are rumours of negotiations with some of the truly "franchise" houses, and the problems of directing the public to independent chemist stockists of these are obvious.

Perhaps "direction" is not part of the plan. But if a point-of-sale offer is all that NPU members are seeking, surely the cosmetics and toiletries market is being well covered by Apocaire, Numark, Vestric, etc. How can NPU ensure that when it negotiates an offer on a particular type of product, that offer will not compete with one being promoted at the same time by one of the groups?

The NPU already has a division between members able or prepared to take its own lines, and those who have additionally the services of Numark. Now, across this division, comes one separating stockists of a promoted line from non-stockists, a division that will vary from promotion to promotion. We must hope it does not become all too confusing for the manufacturers as well as for the customer.

The Pink Supplement asks to be "proved right" on the question of how Max Factor's offer will sell. We wish it well, but if the expectations are not wholly fulfilled, the independent chemist should not be written off by manufacturers. There are already many routes by which they can give him support.

USDAW resent ASTMS bid for employees

The Union of Shop, Distributive and Allied Trades has entered into the argument over the general practice pharmacy section set up by the Association of Scientific, Technical and Managerial Staffs.

A spokesman for USDAW told *C&D* on Wednesday that his union had had correspondence with ASTMS about the new section, but from that it had appeared that ASTMS were only interested in independent contractor pharmacists. The extension into the employee sector he described as "a distraction", and claimed that USDAW membership among employee pharmacists and dispensing assistants was growing.

USDAW is the only trade union currently on the Retail Pharmacy Joint Industrial Council—which is to meet again on Monday—and negotiates the JIC scales for pharmacists and other employees in pharmacies. The full text of their statement is as follows:

"USDAW has long been the trade union for retail pharmacists and dispensing assistants employed by multiples, independents or Co-operative Society chemists. This union has considerable experience in the field and represents all the staff on the Retail Pharmacy Joint Industrial Council.

"While USDAW welcomes the initiative of ASTMS in forming a new section of that union to cater for self-employed contractors, there would seem to be a duplication if ASTMS is now aiming to recruit in the multiple field also. It may sound attractive to speak of one union for the whole of the profession, but there is clearly a difference between those who are salaried employees of retailing organisations and those who are contractors.

"It is surely a distraction for ASTMS to be involved in the former field where USDAW has the existing membership and experienced officials to champion their interests. Mr S. Davidson, assistant secretary ASTMS, has already gone on record [in correspondence with USDAW] as saying that his union has no intention of recruiting Co-operative pharmacists—perhaps he is not equally aware that USDAW has a growing membership in Boots and other multiple retailers.

"Mr S. Williams, USDAW retail pharmacy national officer, would be pleased to hear from any multiple pharmacy manager or dispensing assistant not already in the union so that he can offer them full services."

Pharmacist states problems of small businessmen

There is a great need for small businessmen to find a form of industrial action that the Government will understand, says

Mr David Morgan, a pharmacist with three shops in Guildford, Surrey, in a *Guardian* article last week. Interviewed by the paper as president of Guildford Chamber of Commerce for a report on the "small men's" grievances, Mr Morgan points out that the private sector is not prepared to take industrial action. "If I close my pharmacy I don't hurt the Government, but I put myself out of business."

However, Mr Morgan could not foresee any action that the Labour Government would understand. "We've got to look to influence the next Conservative administration . . . because it does have a vested interest in seeing a strong private sector." He complains that the present Government has legislated against the self-employed and the small businessman, and for the trade union leadership—yet it should represent everybody.

Further groups of drugs to be reviewed

The Department of Health has chosen two further categories of medicines for product licence review.

They are products acting on the cardiovascular system, including diuretics, and antimicrobial antibiotics—penicillins, tetracyclines, streptomycins, cephalosporins and anti-fungal antibiotics—but not those used as anti-mitotics or chemotherapeutic agents such as sulphonamides, nitrofurans etc.

A number of smaller categories of products presenting particular problems are being considered at the same time as major categories and the next minor category is to be immunologicals, including vaccines, antisera and antitoxins. The first

Chemists' lowest growth in cosmetics and toiletries

Chemists and photographic dealers showed the lowest growth in retail sales of cosmetics and toiletries in the first half of 1975. Sales increased by 22.2 per cent compared with 29.6 per cent in general stores, 26.7 per cent in department stores and 23.6 per cent in food shops, according to Department of Industry statistics.

Total sales as shown by manufacturers' shipments to UK customers were £147m at manufacturers selling prices. A review published last week by Communications & Marketing Partnership Ltd says this figure represents an increase of 24 per cent on the £118.5m recorded for the equivalent period last year. Most of the increase was due to inflation, making the real growth 5 per cent.

Sales of cosmetics—ie total domestic sales less domestic shipments of shampoos, toothpastes and denture preparations—

six categories will be considered in 1976.

This information is given in *Mail 10*, the latest Medicines Act Information Letter, which also announces a new system of encouraging doctors to report adverse reactions to new medicines. Such products are to be marked with a black triangle in the Data Sheet Compendium and discussions are taking place with the Association of the British Pharmaceutical Industry as to how this scheme should apply to loose data sheets and promotional mailings.

Television 'tests' hair dyes' carcinogenicity

The question of whether ingredients of hair dyes produce cancer was raised on the television programme "Tomorrows World" last week.

The programme's presenter, Mr Raymond Baxter, described a method of testing for carcinogenicity based on a chemical's mutagenic effect on bacteria. The test—details of which would be published this month—was tried out worldwide on some 300 compounds and it was said to have picked up 85 per cent of the known cancer inducing substances used during the trial. Some scientists were advocating the test be used as an "early warning" system to filter out potential carcinogenic agents.

Two compounds commonly found in hair dyes were tested for the programme using the new method—and were said to have produced a positive result. A range of products incorporating the chemicals were shown, and Mr Baxter said there was a current controversy over whether the chemicals caused cancer; meanwhile, he added, the products were still on sale.

Training to be studied

An independent study is to be launched into the most effective approach to the development of training in the distributive trades.

The Manpower Services Commission recently requested the Training Services Agency to initiate such a study in co-operation with the Distributive Industry Training Board. Laurie Gorham and Associates Ltd, consultants in business strategy and appraisal, have now been appointed to carry out the study.

for the first half of 1975 was £115.7m, an increase of 17½ per cent on the corresponding period last year. But when adjusted to allow for price rises this figure in real terms shows a decline of 3½ per cent.

Dental preparations showed the best growth (40 per cent) in real terms, which the review feels was due to an increase in advertising expenditure of almost 30 per cent together with a trade sell-in in anticipation of heavy promotional support for fluoride toothpaste. Real growth for other areas were: skin care 0.5 per cent, men's toiletries 3.4 per cent, hair preparations 7 per cent and shampoos 17 per cent, with a decline of 7.3 per cent in fragrances, and 12 per cent in make-up.

Marketing Intelligence Report: Cosmetic & Toiletry Preparations January-June 1975, Communications & Marketing Partnership Ltd, 352 Strand, London WC2.

Eighteen new Fellows of the Society

The Pharmaceutical Society's Panel of Fellows has designated the following members as Fellows of the Society with effect from December 3:

For distinction in the science of pharmacy

Keith Fishwick, Welwyn Garden City

George David Harold Leach, Keighley

For distinction in the practice of pharmacy

James Alexander Mackenzie, Windsor

For distinction in the profession of pharmacy

Janette Margaret Adam, Dundee

Kanaiyalal Somabhai Amin, Kenya

Arthur Clifford Blackburn, Yeovil

William Martindale Darling, South Shields

Raymond Dickinson, Farnham, Surrey

Julius Benjamin Israelsohn, Johannesburg

Alwyn Rhys Jenkins, Swansea

Hildreth Glyn-Jones, Salisbury

John William Kitchener, London

Henry James Metcalfe, Newport, Gwent

Charles Eglinton Mills, Oadby, Leicester

Albert Fenton Taylor, Broadstairs

Derwyn Lewis Thomas, Cardiff

John Thompson, Fife

For distinction in the profession/history of pharmacy

Walter Henry Alexander Campbell Whyte, Colchester.

Doctor's 'ingenious fraud' upon the NHS

A Newcastle-upon-Tyne doctor worked an "ingenious fraud" on the National Health Service, the General Medical Council Disciplinary Committee was told last week.

Dr Frank Taylor, 40, registered as of Highbury Jesmond, was suspended from the Register for 12 months. He was said to have come to an arrangement with the manager of the local Boots branch to buy non-medical goods with NHS prescriptions. Mr P. Honigsmann told the Committee that Dr Taylor operated a scheme in conjunction with the manager. Instead of payment he would make up NHS prescriptions for drugs which had the cash equivalent of the goods.

Mr James Watt, for Dr Taylor, said at first he used the goods to restock his surgery. Only later did he secure things for himself and these were of a "pathetically modest nature in the shape of orange squash and tins of cat food etc." There were no excuses, said Mr Watt. "All I can say is that he was a busy man who ought to have had more sense than fall in with this scheme".

Dr Taylor was convicted earlier this year on one charge of attempting to obtain money by deception from the local Family Practitioner Committee and was fined £600. Some 31 similar offences were taken into consideration.



Police ask: Did you sell these items?

Hampshire Constabulary report that during the evening of Wednesday, November 5, four or five masked men, carrying a shotgun, burst into the home of a family at Petersfield. They tied up the father and his two teenage children with adhesive tape which they brought with them in a Unichem paper bag. They escaped with jewellery in excess of £10,000.

The following property was left at the scene: Unichem paper bag, size 7½ by 12 in, blue and green design (old stock), marked "Unichem, Kemval products for

value" on the front and "your private pharmacy for service" on the back; various brands and sizes of adhesive tape (Taylors, Johnson & Johnsons, Elastoplast), and one 3 in Elastoplast bandage.

The police say it is probable that all these items were purchased at the same time, preparatory to the commission of the offence. They ask that any person who has information, however trivial it may seem, which might lead to the apprehension of the persons responsible, contact Petersfield police station (Petersfield 2666).

Council member hopes that militancy is never needed

The hope that pharmacy will never have to adopt the militancy "which has become a feature of life today" was expressed by Mr A. G. M. Madge, a member of the Society's Council, last week.

Speaking at the Society's Oxford Branch, Mr Madge said that pharmacy had had many "ups and downs" during its long history. However, the profession had never taken industrial action although it had been "exasperated and provoked" at times. Listing some of the profession's problems—in which he included the fact that several bodies wished to organise the increasing number of employee pharmacists "when it seems there is need for unity"—Mr Madge asked if the time had not come for a Royal Commission on pharmacy in order to discover what was expected of pharmacists, and where the future lay. He also asked whether, alternatively, the Society should not promote a new charter for the same purpose, "and bury the Jenkin case once and for all".

Woman dies after saline solution misunderstanding

A woman died after confusion over the strength of a saline solution given to clean her intestines before an operation, a Stoke-on-Trent inquest heard last week.

According to a hospital spokesman, the doctor ordered by telephone a 10N solution of sodium chloride and Miss Alison Callaghan, pharmacist at the City General Hospital, Stoke-on-Trent, took "normal" to mean chemically-normal whereas the doctor had intended a solution of 10 times

normal or physiological saline for dilution on the ward. The patient thus received a 5.8 per cent instead of a 0.9 per cent solution and subsequently died.

The coroner recorded a verdict of accidental death and urged doctors to send future prescriptions to the pharmacy in writing.

Babymilk promotion code

Nine international babymilk manufacturers have announced a new advertising code in which labels on their products would state that breast feeding is best for healthy babies.

An International Council of Infant Food Industries has been formed after criticism that mothers in poor countries were being encouraged to bottle feed their babies which could be dangerous in unhygienic conditions. Members of the council, based in Switzerland, include Wyeth International Ltd, Unigate and Nestle.

Ampicillin on FP10

The Central NHS (Chemist Contractors) Committee has reminded contractors that the rule for the pricing of preparations ordered by the BNF or generic name on Form FP10, which are available only as proprietary products, is that the payment certified by the Pricing Office is the cost of the lowest priced brand of the preparations that are generally available.

For prescriptions dispensed on and after January 1, 1976, ordering capsules ampicillin 250 mg, capsules ampicillin 500 mg, and syrup/mixture ampicillin 500 mg, 5 ml, the payment certified by the Pricing Office will be based on the prices of the proprietary preparation Amfipen.

Numark on television in Ulster

Television advertising for "Numark" has been introduced in Northern Ireland.

That was stated by Mr C. Morris-Cox, marketing controller, Independent Chemists Marketing Ltd, at the Ulster Chemists Association annual meeting last week. During question time at the meeting he referred to the loss of OTC business by independent pharmacies, and pointed out that Boots were presently making a "strenuous" effort to capture as much as possible of that market by using TV advertising successfully. TV advertising had been introduced for Numark in the Province on a limited scale, and Mr Morris-Cox said it was hoped it would be beneficial.

Mr Morris-Cox emphasised that if Numark was to be a success in Northern Ireland, there would have to be a greater commitment from members. Haydocks, the group's wholesalers, were providing 1,955 different lines, but they needed much greater support. He cited the enthusiasm of the Newcastle-upon-Tyne area where a liaison committee had been set up to co-ordinate the operation. If conservatism could be thrown off, he said, life could be made a lot easier for both retailer and wholesaler. Mr J. McMasters, Haydocks Ltd, said the average weekly drop was £75-£100, which allowed them only to break even. One member had an average drop of £400 a week, but that was an exception.

Alternatives for the future

Earlier Mr D. Corbett, UCA presidist, looked into the future of the Association, which had been in existence for 63 years. Would it continue for another 63 years? The problem would have to be faced and he saw there as being three alternatives:

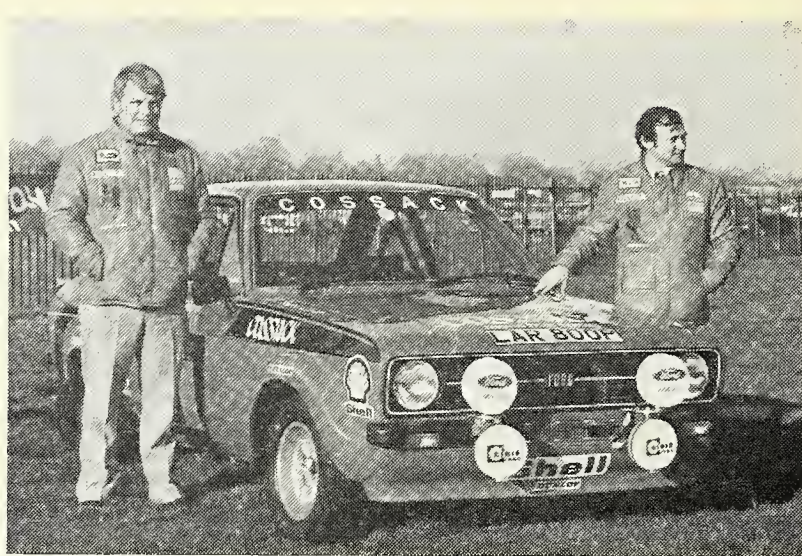
- There could be absorption, possibly along with the Pharmaceutical Contractors Committee, into the Pharmaceutical Society of Northern Ireland, thus avoiding duplication of staff and accommodation, and with fewer committees;

- The Association could become a branch member of the National Pharmaceutical Union and be governed from London, still continuing with all the benefits offered by the NPU;

- The UCA could preserve the "status quo" and retain its "nerve centre" in the Province, necessitating larger subscriptions because of natural wastage and increased costs; the advantage in that is that the local secretary could deal more expeditely with local problems without referring them to London.

However, at the moment it was encouraging to see that the bouyancy which had been noted last year was still continuing, and Mr Corbett congratulated the mem-

Roger Clark, in his Cossack Escort sponsored by Reckitt Toiletries, is now the British champion rally driver, having won a major RAC rally a month since April, and last week coming second in the RAC British International Rally.



bers on their achievements—they not only had to cope with inflation, VAT, and economic strictures, but also with the civil disturbances. The financial report showed an excess of income over expenditure of £2,181.

Excellent start for marketing club

The proposed Pharmaceutical Marketing Club has got off to an excellent start, according to Mr N. Henderson, chairman of the working committee which aims to set up the Club.

Last week some 72 people, both inside and outside the pharmaceutical industry, met to elect the working committee, based upon the membership of the working party which was set up initially (C&D, November 15, p678). The working committee is now to discuss the aims and objectives of the Club prior to its official formation. The Club aims to hold lunch-time meetings during 1976.

Doctors and 'flu vaccines

Pulse last week encouraged doctors not to write prescriptions for influenza vaccines but to buy the vaccines themselves.

"Patients and doctors find it inconvenient if the doctor has to write a prescrip-

tion form for the patient to take to the chemist for dispensing before the patient returns for a second consultation."

Doctors who did not usually dispense should buy the vaccines, submit invoices to their family practitioner committees and claim payment on the "Drug Tariff" basis. "The profit from this method will go some way to make up for the meanness of the DHSS," the author advises.

Drug ads lack information

Advertisements for drugs appearing in UK medical journals generally do not provide enough information for the doctor to make a decision on prescribing, concludes a survey in last week's *British Medical Journal*.

In 591 different advertisements for 316 drugs, 8 per cent did not give the approved name of the drug and only 6.3 per cent gave the basic NHS cost, 3.9 per cent the side effects and 4.2 per cent the contraindications. Dr G. V. Stimson, formerly of Swansea Medical Sociology Research Centre, concludes that some effective monitoring system is needed. The low level of information might have arisen because companies now rely on data sheets, but whereas data sheets need only be sent out every 15 months, the average general practitioner was potentially exposed to 1,300 advertisements each month.

Unions' sponsorship of MPs revealed

The Commons Register of Members Interests, published last week (HM Stationery Office, £1.50), reveals the sponsorship of MPs by unions and directorships held by members.

In the Register, Mrs Barbara Castle, Secretary of State for Social Services, gives her interests as "nil" and Dr David Owen, Minister of State for Health, states his only interest to be a 25 per cent shareholding in his wife's literary agency. Mr Eric Ogden, the Pharmaceutical Society's Parliamentary adviser, declares that as his only interest, adding that he is sponsored by the National Union of Mineworkers.

Among MPs who reveal their sponsorship by the Association of Scientific, Technical and Managerial Staffs are the Paymaster General, Edmund Dell, the Under-Secretary for Defence for the Navy, Frank Judd, the Parliamentary Secretary, Ministry of Agriculture, Dr Gavin Strang, and Tribune Group member, Ian Mikardo. Others declaring ASTMS sponsorship are:

Douglas Hoyle (ASTMS vice-president), Russell Kerr, Dr Morris Miller, Ronald Thomas, Stanley Thorne and Frederick Willey (as a candidate).

Sponsorship by the Co-operative Party is revealed by 15 MPs, mainly as candidates. Five members—Harold Boardman, Ernest Fernyhough, Walter Padley, Sydney Tierney and Tom Torney—say they are sponsored by the Union of Shop, Distributive and Allied Workers.

Among directorships disclosed are: Paul Channon, Arthur Guinness Son & Co; David Crouch, Pfizer Ltd; Sir Geoffrey de Freitas, Laporte Industries Ltd; Sir Nigel Fisher, Sterling Winthrop Group Ltd; Sir Donald Kaberry, Yorkshire Chemicals Ltd; Sir Anthony Royle, Wilkinson Match Ltd; Dudley Smith, (non-executive) Sterling Health Services Ltd, part of Sterling Winthrop Group Ltd; Richard Wainwright, Chas F. Thackery Ltd. Mr Crouch is also a packaging consultant to British American Cosmetics Ltd.

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The case for NAGPEP

The Pharmaceutical Society is the only "umbrella" the profession needs for unity—but the lack of an employee "voice" must be remedied by the formation of a membership group, says John Carr, chairman of NAGPEP. He views ASTMS with suspicion—as potentially two-faced in its attitude to the multiple employee pharmacist.

The National Association of General Practice Employee Pharmacists (NAGPEP) dates back two years to a meeting in Birmingham to discuss current problems affecting pharmacists employed in general practice—at that time, many employee pharmacists felt the chill wind of the draft directives of the EEC. Some time elapsed until, at the end of 1974, exploratory talks were held between pharmacists from two multiple companies. Further talks revealed interest from other employee pharmacists and employees from four multiple companies have been meeting together since April.

It was decided in September to establish a steering committee with members composed of employee pharmacists from the four companies involved. A meeting in October was held between pharmacists from the four original companies and two others where the aims and objectives of the Association were discussed (*C&D*, November 15, p676).

The steering committee has the following principal officers: Chairman, Mr J. H. Carr; vice-chairman, Mr E. Dubois; secretary, Mrs A. O'Brien; treasurer, Mr J. Edwards.

Membership is open to all employee pharmacists in general practice.

The aims and objectives of NAGPEP have been published before (*C&D*, November 1, p627 and November 15, p676) but are restated to provide a complete picture.

Aims

- ☐ The advancement of pharmacy with particular regard to employee pharmacists.
- ☐ To provide a means of communication within the profession as a whole, and between general practice employee pharmacists in particular.
- ☐ To advise the Council of the Pharmaceutical Society on all matters affecting general practice.
- ☐ Representation in all branches of pharmaceutical politics.

Objectives

- ☐ To encourage the formation of an employee pharmacist membership group within the Society.
- ☐ To maintain unity of the profession within the Society.

These objectives are the means by which the Association intends to achieve its aims.

It will be evident by now that NAGPEP is professionally orientated and should not be confused with union policies, political or non-political, I believe that the Society should be supported by all its members and that representation can be best achieved by members grouped together under its aegis. I feel that a membership group established under section 17 of the bye-laws would be the most effective means of communication between

general practice employee pharmacists and should therefore be available for a number of reasons.

There are about 7000 employee pharmacists in general practice representing about 25 per cent of the Register—so far the Society has made no provision for the majority of these pharmacists to be specially represented.

There are five major representative groups of pharmacists: the NPU, industrial membership group, agricultural and veterinary membership group, Guild of Hospital Pharmacists, Company Chemists Association. There is no provision for general practice employee pharmacists to be specially represented in any of the above groups and this is a major omission.

There are an increasing number of employee pharmacists and the formation of a membership group would lead to greater interest and involvement within the Society. Contribution would be made to the general well-being of the profession by collective views of employee pharmacists being readily available. To whom, at the moment, can the Society turn if it requires the views or opinions of general practice employee pharmacists?

Something to offer

The NHS administration currently has faith in employees in its structure. The Council of the Society would find that there is something to be offered by general practice employees in their desire to work for the good of pharmacy. The Council will, if a membership group is established, be able to seek the views of a group in an organisation run by pharmacists for pharmacists.

NAGPEP believes in the importance of one voice speaking for the profession—but that this voice should not be that of ASTMS. We do not directly compete with ASTMS, who have pursued a strong "union" theme, but neither can we agree with this theme. NAGPEP stands for professional representation and believes that the Society should be the voice of pharmacy, unfettered by political influences.

It may well be that the Society's Charter is a limiting factor to free activity and in particular, the Jenkin judgment may be an obstruction. For the sake of unity, to avoid the need for many different groups (in many cases, a dividing factor) NAGPEP considers that the Jenkin judgment should be reconsidered and that the Council should encourage Mr C. C. B. Stevens to actively research an appeal.

NAGPEP welcomes the support of the Joint Boots Pharmacists Association, who have a proven record of establishing interest among employee pharmacists, albeit from the same company. NAGPEP would like to hear from JBPA members who have regular contact with employee phar-

macists in their particular part of the country.

NAGPEP looks forward to the Council elections of the Society and will support candidates who are general practice employee pharmacists and who will work for fair representation for such employee pharmacists.

Much publicity has been given recently to the apparently defunct AGPP, now the ASTMS general practice pharmacy group steering committee. Their proposed aims appear to offer salvation to all general practice pharmacists. There is an initial objective of unity, but surely the Society can offer that—under a non-political umbrella with pharmacists in control.

A fact that must deeply concern all multiple employee pharmacists is the inconsistent approach revealed in the *C&D* interview (November 29, p741/2). Mr Davidson states that "our prime concern will be to look after their employee pharmacists' interests" but towards the end of the interview he states "the development of multiples . . . all these are much more real pressures than health centres." Would I be drawing wrong conclusions to say that ASTMS would like to see the demise of the large multiples? If so how can this possibly "improve the remuneration and represent the interests of the employees of the large multiple companies" (*C&D*, November 22, p710)?

Inconsistent

An interesting prospect is the confrontation of an employee and an employer, both members of the same group of ASTMS. It is another inconsistency to have the same union representing both sides of the working relationship.

NAGPEP, on behalf of general practice employee pharmacists, views the aims and objectives of ASTMS (with the amplification offered in the interview last week) with some suspicion, and will be interested to see the response from general practice pharmacists—20 to 30 per cent of all those pharmacists employed in general practice is a large number of people!

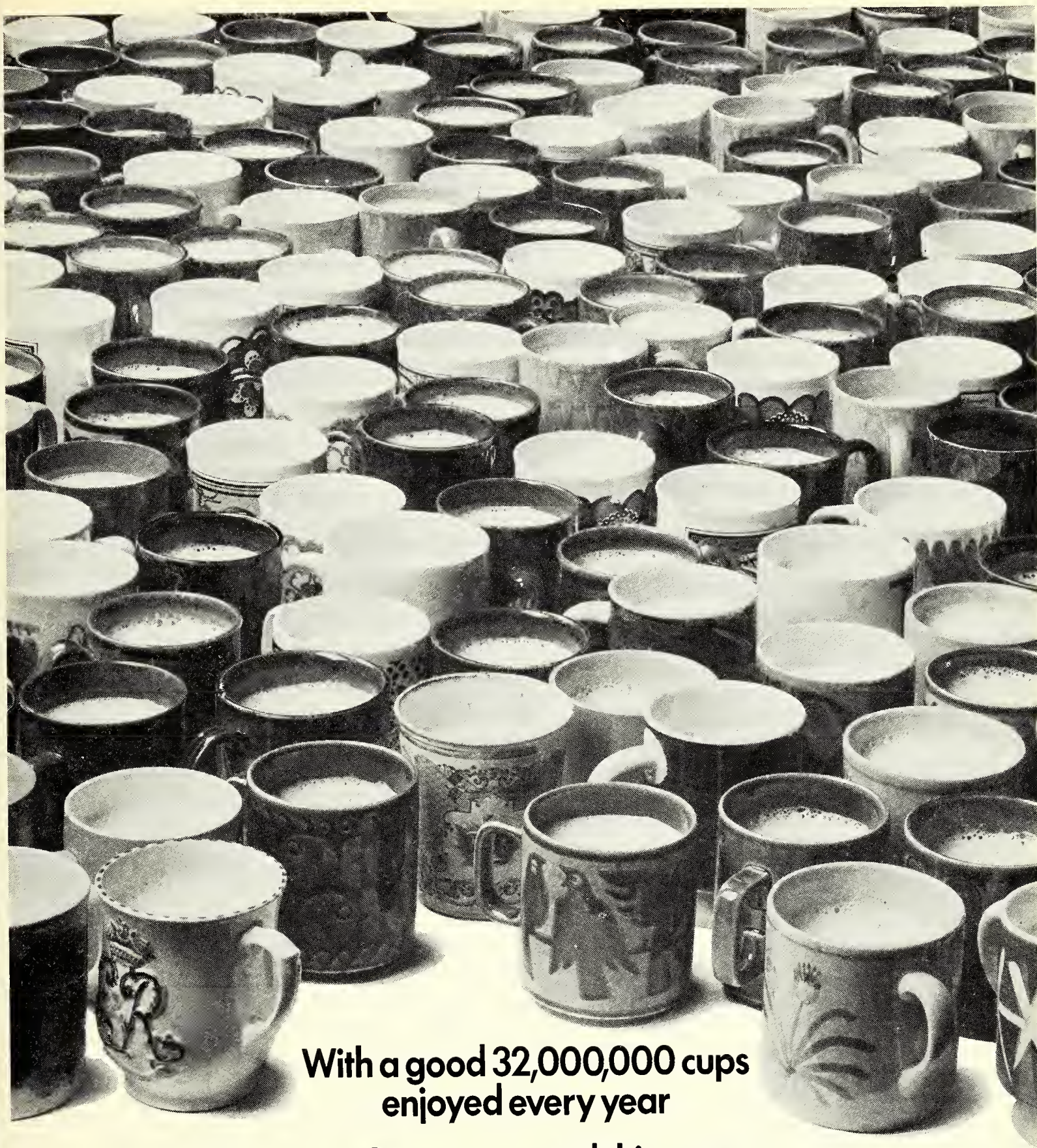
NAGPEP recognises the clarity of Mr Worby's letter (*C&D*, November 29, p756), although he confuses AGPP with ourselves—NAGPEP has no connection with Mr E. D. Hurt or ASTMS. The letter, despite this one slip of the pen, is worth re-reading.

The professional attitude of the Society is clear. NAGPEP aligns its policies with the Society but feels that employee pharmacists deserve the recognition of a membership group and now is the time for Council to offer this recognition. It would certainly be of value to the Society and would aid unity at a time when external groups headed by non-pharmacists are causing division among pharmacists.

Twenty-five per cent of the membership is looking for support from members of Council for a membership group for general practice employee pharmacists.

No decision on ASTMS

☐ A spokesman for the Salaried Pharmacists' Union, who have had talks with leaders of the ASTMS section told *C&D* on Tuesday that the Union had not yet reached a decision about the ASTMS group. Nor has NAGPEP (see p783).

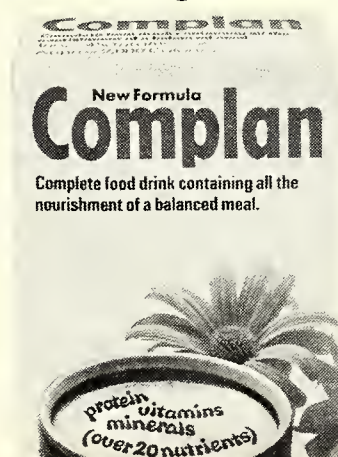


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There'll be large spaces appearing in the daily and Sunday newspapers plus the popular women's magazines in colour over the next eight months.

So order lots more Complan. What's good for your customers is good for you.

Complan: in sickness and in health.

People

Mr Arnold L. Solomons, MPS, has been appointed to the board of Savory and Moore Ltd (see also p786). Born in New Zealand, Mr Solomons came to the UK soon after qualifying in 1953 and joined the company in 1958. He became area manager in 1969 and general manager of John Bell and Croyden, Wigmore Street, London in 1973. This year he has been responsible for personnel and training in the company as a whole, being chairman of the multiple chemists group of the Distributive Industry Training Board. He is an accomplished pianist and a training instructor in dog handling classes.

Lord Todd, Master, Christ's College, Cambridge, and a director of Fisons, was elected president of the Royal Society on Monday. He synthesised vitamin B₁ in 1938 and won the Nobel Prize for Chemistry in 1957 for his work on nucleotides.

Mr A. G. Fishburn, FPS, pharmaceutical director, medicines division, Department of Health, is to retire as soon as a successor is appointed.

Deaths

Chapman: On November 27, Mr Frederick William Chapman, MPS, 24 Pebsham Lane, Bexhill-on-Sea, East Sussex. Mr Chapman, formerly of Gravesend, Kent, qualified in 1925.

Chapple: On November 22, Dr Peter Chapple, co-founder of the National Addiction Research Institute, later renamed CURE (Care, Understanding, Research, and Education), which closed earlier this year through lack of finance.

Shearer: On November 25, Mr Mitchell Mackenzie Shearer, MPS, 73 Crofton Avenue, Glasgow. Mr Shearer qualified in 1936.



Blackburn pharmacist David Lowe chose "the cash" (£700) rather than a holiday in Norway when he won top prize in the trade sector of the Jordan toothbrush "supersmile" contest. The cheque was presented to him in London last week by Mr George Palmer (left), managing director of the personal products division of Wilkinson Sword UK. Mr Lowe and his wife Norma were taken on a visit to the company's sword factory before returning to Blackburn.

Topical reflections

BY XRAYSER

Training

Recently, in this column, I followed the example of some of the leaders of pharmacy by taking a passing glance at the graduate in his pre-registration year. The more one looks at it, the more complex the situation appears to be. It would be wrong to describe trainer and trainee as incompatible. If that were all, the problem would be easily solved, for incompatibilities are no stranger to the pharmacist. In many cases each has entered his chosen profession from opposite ends. I recently encountered one of my generation who reminded me that we had attended evening classes at a technical college for several years on no fewer than three evenings a week, wrestling with the complexities of chemistry, physics and botany. And it has to be said at once that having worked from nine in the morning until seven before taking our places in class, it could scarcely be said that we were at our most receptive. But we were, if we were lucky enough to have a good apprentice-master, absorbing the elements of our craft by doing and seeing.

That position has not changed. The good pharmacist, with the interest of his trainee at heart is still a powerful influence, and it has to be said that he is being given material which has had more than the rough edges smoothed away. In many ways, the pupil is now greater than the master in an academic sense. And it is just there that there is need for adjustment, for what the graduate must do is bear in mind that the complete pharmacist allies his skill and knowledge to experience, and there is much to be learned through watching and listening. There is, therefore, a great responsibility on the shoulders of the pharmacist who elects to employ the young graduate, for the whole future of pharmacy as a profession depends on the example that is set during those vital twelve months. And the first and most important matter is his professional bearing at all times.

Cloistered

The young graduate differs from those who spent four or five training years in the pharmacy by day and became a college student at a time when many of his old school friends were adorning the ballroom. Today's student is a schoolboy for considerably longer, and he proceeds from there straight to the university, sometimes completing his academic course without any contact with pharmacy beyond the purchase of a packet of razor-blades—though observation suggests that in some cases even that is not thought to be necessary. If not monastic, there is something of the cloistered life in the formative years which produces a less mature young man than was the case in bygone days—though perhaps on qualifying we were just as callow as some of the modern product. Perspective is sometimes deceiving.

Prospects

It still seems to me that the earlier the student can be introduced to the environment the better. In general practice there are obvious difficulties. The larger multiple type of pharmacy is training young graduates out of proportion to its numerical strength, but an expanding organisation of that kind is able to offer career prospects which are beyond the scope of the individual owner, who cannot do other than train and pass on his trainee to the open market. And many who are extremely well-suited to show the finest example and to turn out an exemplary pharmacist are not financially in a position to make provision for the student. Without in any way depreciating the work of the large concerns, there is little doubt that they are in a strong position.

Get a Milton Sterilising Unit...free!

There's something very special about the new Milton Sterilising Units.

They're bigger. Better. More practical.

And right now, they're a whole lot cheaper for everyone, including you.

All over the country, mothers are receiving valuable vouchers worth 50p off Milton Sterilising Units, redeemable at their local chemists.

This is bound to stimulate demand.

So, to give you a real incentive to stock up, we're offering you the chance to get a Milton Sterilising Unit absolutely free with the first one you buy from your local wholesaler.

So, just fill in the coupon below, and send it to us, today.

Return to R. Willis, Richardson-Merrell Limited, 20 Queensmere, Slough, Berks.

Please ask my local wholesaler to supply one large size Milton Sterilising Unit to be invoiced at the normal listed price PLUS a second Milton Sterilising Unit free.

Retailer's name and address

Wholesaler's name and address

Signed

Offer closes 29 February 1976.

Offer not available in the Republic of Ireland or Northern Ireland.

Trade News

Co-ops feature pharmacy goods in 'Reveille' take-over

Pharmacy goods are to be among the products promoted in a complete take-over of display advertising space in the December 12 issue of *Reveille* by the Co-operative movement. In all, the Co-ops have taken 73 columns and among the products advertised will be Fabergé men's toiletries and Wilkinson Sword and Gillette blades.

Reveille say it is the first time one advertiser has taken all the display space in a single issue of the paper. They are to promote the issue with posters and advertising in *Daily Mirror*.

Among the prizes worth £2,825 offered in the Co-op family gift game competition are 75 awards of Goya gift sets each valued at £2.30.

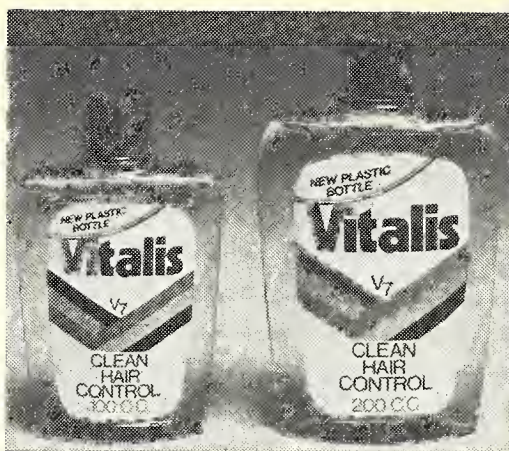
Film phased out

Polaroid (UK) Ltd, Ashley Road, St. Albans, Herts, are to phase out their type 107 Land film this month in favour of the type 107C film. Sales of the older emulsion—which requires an application of a coating solution for print stability—have dropped since the introduction of the newer film.

Among current Christmas dealer promotions devised by Polaroid is one where the stockist "gives away" Super Swinger cameras to customers who buy two packs of type 87 Land film, a model 380 carrying case and a model 128 development timer. A newspaper advertisement layout and window banner is available from the company, who also promise to replace the cameras sold and ten packs of type 88 colour film, to offset advertising costs, when the registration cards from the cameras and tearsheet of the newspaper advertisement are sent to the company by January 15.

To boost SX-70 sales, the company suggest offering customers free of charge a £7.50 book "Another image: Papua New Guinea", which includes photographs—some taken with an SX-70 camera—by David Bailey. The book, just published, can be ordered (minimum five copies) at a special price from Polaroid, together with a supporting window poster. Dealers should receive free SX-70 film, more than compensating for the books' cost, upon returning the registration cards of the cameras sold.

To stimulate purchasing of Polarcolor 2 type 88 film, dealers are recommended to offer their customers without charge a £0.40 white square format picture frame. Some 25 frames are attached to retailers' orders for 50 packs of type 88 film, the frames being fully credited when the stockist publishes the supporting advertisement in his local newspaper and sends a tear sheet to Polaroid; the company will also give seven packs of film free to the retailer to offset his advertising costs.



Vitalis revitalised

Vitalis liquid hairdressing will be available in lightweight shatterproof plastic bottles after Christmas, say Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Slough SL3 6EB. The size range is being reduced to two (100cc £0.47; 200cc £0.76) but the existing 57cc glass bottle (£0.32 from December 29) will also be available while stocks last. The label has been brought up to date, yet retains the familiar Vitalis features.

The formulation has been improved with a new alcohol base and lighter perfume, but the characteristics of hold and greaselessness are as before. Bristol-Myers say tests have shown the formulation to be popular with existing users.

Fabergé and the Olympic Games

Fabergé have tied up their interest in Britain's contribution to the Olympic Games with trade-orientated promotions. They have prepared two merchandisers, one for Brut and the other for Kiku. Both counter units feature action shots of important winter sports—downhill skiing for the men and skating for the women.

A trade-orientated contest is directed at the buyers and display managers of the top 200 Fabergé accounts. They are to be given an Olympic themed display kit and required to create an effective winter Olympic window. The winning buyer and display manager will be those whose photographic entry is judged the best by

an independent panel set up by Fabergé, and they will each win a double ticket to Montreal, all expenses paid, including seats at the Olympic Games during the exciting last week. To qualify for entry in this contest, the top 200 stockists will be asked to purchase a minimum of £250 worth of regular lines in addition to the first journey promotions.

A complementary contest directed at chemists, offers Sony colour televisions to winners from the Northern and Southern regions of Great Britain. They, too, will be required to produce an effective winter Olympic window display. Both these window competitions will commence January 19, 1976 and all photographs must be received by Fabergé by the end of March. Fabergé representatives will give further news of these contests.

To round off the "Olympic package", Fabergé are also organising a consumer-orientated competition, details of which are presented on a leaflet contained in the counter merchandisers.

Trial and travel soap offers

For sale from mid-February, Roger & Gallet, 16 Lettice Street, London SW6 4EH, are offering a 60-g trial-size of their soaps, packed individually in mini-cartons (£0.35). Available in sandalwood, fougère, carnation and orchid as long as stocks last. During the same period, Roger & Gallet bath soaps are offered in a plastic traveller container (£1.10) said to be ideal for weekends away or holidays. Fragrances are as above with the addition of tea rose.

Home electricity book

Philips Electrical Ltd, Century House, Shaftesbury Avenue, London WC2H 8AS, are sponsoring a book aimed at educating the public in the benefits of electric living—"The Philips key to electric living."

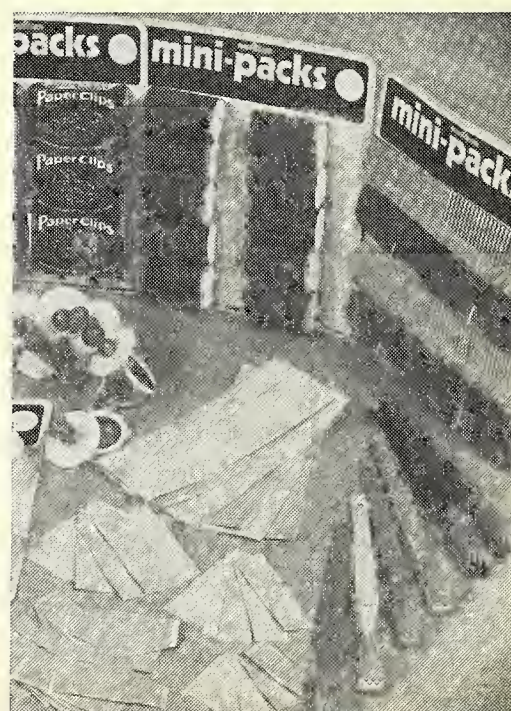
The book is aimed particularly at young couples setting up their first homes and others moving into new homes, but Philips feel it will also be of use to teachers and students of home economics

Chemists' goods in pre-pack range for small retailer

Many chemists' goods are included in a new range of "carded consumer indispensables" developed specifically for the smaller retailer by J. A. S. Productions & Marketing Ltd, Main Street, Offenham, Evesham, Worcestershire, a newly formed subsidiary of John Church (Evesham) Ltd.

To be launched through wholesale and cash and carry outlets, the new "mini-packs" are intended to help the smaller retailer purchase and display a wide range of these products in the minimum of space and involving low capital outlay. All items are pre-priced at between 5p and 15p. There are over 30 lines, including first aid items such as Form-Cut fingertip bandages, dressing strips and assorted plasters, plus combs and toothbrushes, stationery and haberdashery lines, including hairnets.

The range is said to have a 50 per cent mark-up capability on most lines. It is to be test-marketed in Warwickshire, Worcestershire, Gloucester, Hereford, Gwent and Avon.





A "testimonial" format is used for a new television commercial for Bristow's hairspray, now being transmitted in a £100,000 national campaign. Users' voices speak about the acceptability of the product and Beecham Toiletries, Great West Road, Brentford, Middlesex, say a novel characteristic of the commercial is the identification of the users' names in visual form

and everyone who buys electrical goods. There are 172 pages, 20 of which have colour photographs and 135 black and white illustrations. The book will be published December 30, at £2.90 in hardback and £1.45 in paperback. Sale will be exclusively by bookshops until March 31, 1976, after which Philips hope to make copies available for sale by its customers in the electrical trade, and to chemists.

Nicholas products transfer

Multipax Laboratories Ltd, 121 Norwood Road, Herne Hill, London SE24, are to take over from Nicholas Laboratories Ltd, the manufacture and sale of the following products under licence: Cortucid eye drop cream, Englate tablets and syrup, Menopax and Menopax forte, Oblivon capsules, paediatric elixir and Oblivon C Ovets. All outstanding orders should be reconfirmed to Multipax. Because of supply difficulties, Nicholas Laboratories Ltd have decided to discontinue Spastipax.

Continuing the support for the recently-launched Anne French lotion moisturiser, International Chemical Co Ltd, 11 Chenies Street, London WC1E 7ET, have produced special bottle crownners for the deep cleansing milk. There is also a new display outer for Dristan nasal mist



Dome packaging redesigned

The packaging of the Dome range of products is currently being revised. Dome Laboratories, division of Miles Laboratories Ltd, PO box 37, Stoke Court, Stoke Poges, Slough SL2 4LY, say that new blue and white cartons will gradually replace the existing designs. Allpyral-G will be packed in the slim-shaped box that is currently used for Allpyral D.pteronysinus.

Distribution change

Distribution of William R. Warner "ethical" products for the Scottish and Northern sales areas is now from the Parke Davis depot at Carfin. The area to be serviced by the depot is: Scotland, Durham, Northumberland, Cumberland, Westmorland. William R. Warner & Co Ltd, Eastleigh, Hants SO5 3ZQ, have informed the wholesale and direct retail accounts affected.

Pigeon baby goods

Brinshire Holdings Ltd, 47 Victoria Street, London SW1H 0EZ, have been appointed sole agents in the UK and Europe for Pigeon baby goods from Japan.

Bonus offers

Thistle Products, 24 Beswick Street, Manchester M4 7HS. 24 free Chicco soother and cover with 12 Glow Warm night lights.

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Islands

Aqua Manda: Ln, M, Lc

Atrix: All areas

Blue Stratos: Ln, So, A

Braun Quick Curl and HLD50 hairstyling set: All areas

Braun Synchron Plus shaver: All areas

Casablanca: All except CI

Coty fragrances: All except E, CI

Censored: All except U, CI

Charlie: Ln

Denim: M

Grecian 2000: All except U, E

Hai Karate: All except CI

Kodak cameras: All areas

Intimate: Ln

Old Spice: All areas

Pears foam bath: All areas

Pears shampoo: All areas

Philishave: All except E

Philips Home Trim: M, Lc, Y, NE

Polaroid Colour Swinger and Super Swinger: All areas

Remington Shavers: All areas

Rennies: All except U

Signal: All except Lc, A, We, CI

Sparklets: All areas

Sparklets beer tap: Lc

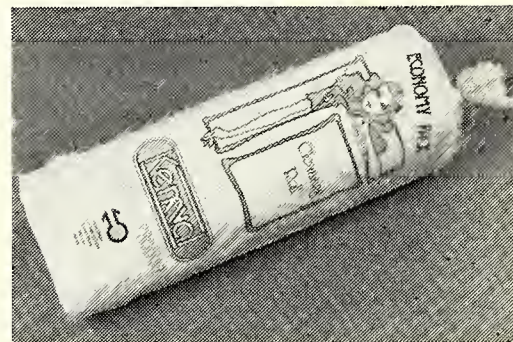
Stowaway: All areas

Sunsilk hairspray: All areas

Three Wishes soap: All except So, U

Zubes: All except Ln

New products



Surgical

Household wool

Unichem's Kemval range has been extended by the addition of a cleansing roll (£0.37½), an economy-size roll of household cotton wool particularly suitable for use in the nursery. The company say the normal trade recommended retail price produces a profit on cost of 39½ per cent, which can be improved by 6 per cent under their profitable buying scheme (Unichem Ltd, Crown House, Station Road, Morden, Surrey).

Colostomy sets

Translet Royal colostomy sets are the latest in the ostomy care range from J. G. Franklin & Sons. The bag is said to be odourproof and noiseless, and the adhesive plaster, which incorporates a plastic ring, can remain on the body for at least three days—only the bag is removed. Gas may be released from the bag by lifting its elasticated neck. There are three sizes (£0.79 per set, trade)—brown (27mm) for children, blue (40mm) for normal daily use, red (57mm) mainly for postoperative use. A full range of accessories is available (J. G. Franklin & Sons, PO Box 11, Coronation Road, Cressex, High Wycombe, Bucks HP12 3TD).

Cosmetics and toiletries

Eye colour and 'treatment'

Germaine Monteil have produced their first eye colour collection "with added treatment benefits." New eye colour cream (£2.95), for sale from January, is formulated with emollient and protein ingredients for day-long wear. Said not to streak or run, it can be applied with brush or fingertip. In nine lightly pearlised shades, including a highlighter, designed to reflect this season's delicate fashion colours (Germaine Monteil (UK) Ltd, 33 Old Bond Street, London W1X 4PH).

Sundries

Holdalls and purses

Jackel have a new range of five holdalls (£1.99 to £4.99) and two purses (£0.85 to £0.99). Named Autograph, the range is in a washable cotton, and is available in three colour combinations. All the styles have waterproof linings (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northants).



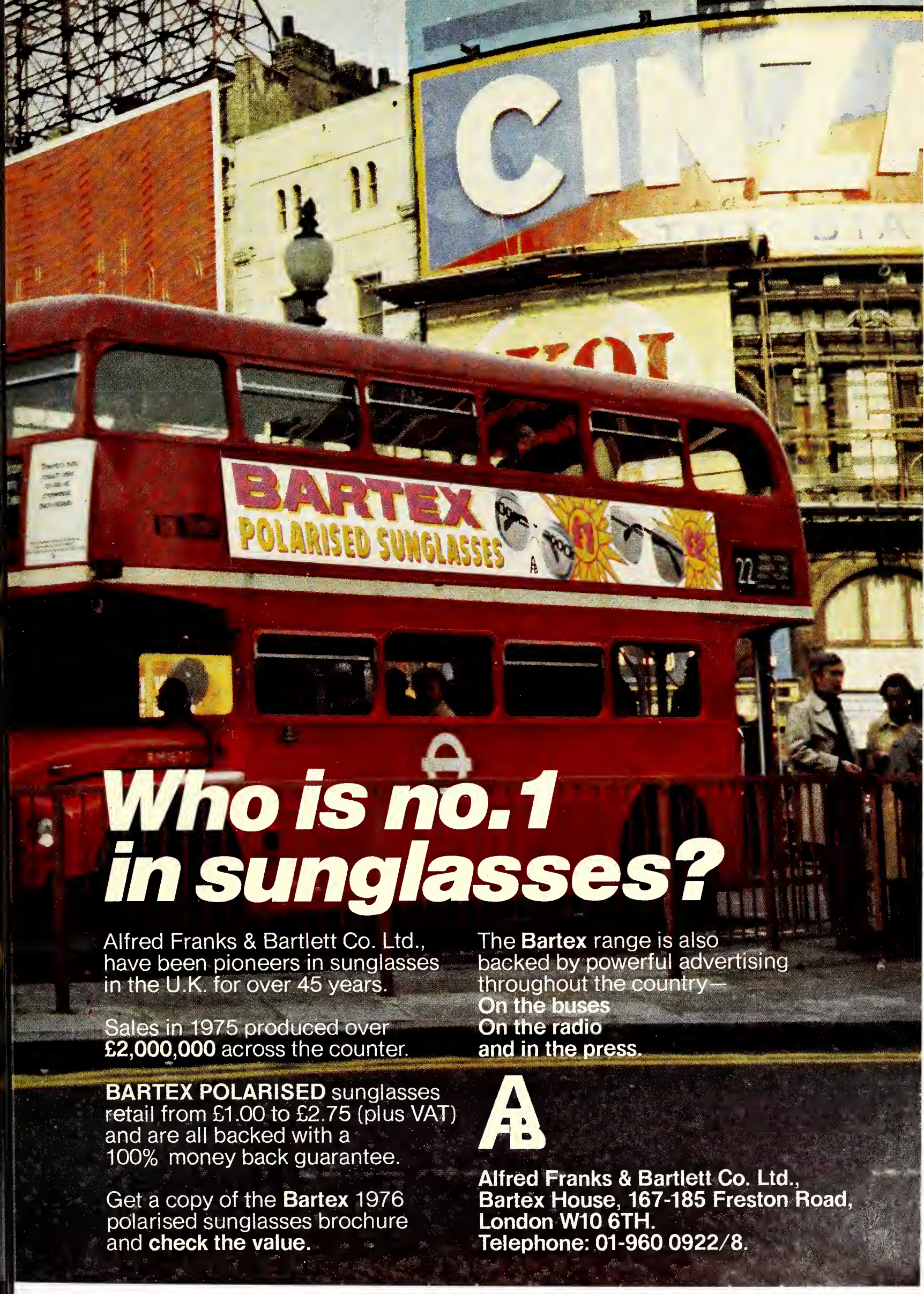
LONDON INSURANCE GROUP

Starting Point
of the
ROUND LONDON
Sightseeing
TOUR →

MOPAR

Guaranteed
Party

22



Who is no.1 in sunglasses?

Alfred Franks & Bartlett Co. Ltd.,
have been pioneers in sunglasses
in the U.K. for over 45 years.

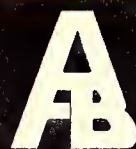
Sales in 1975 produced over
£2,000,000 across the counter.

BARTEX POLARISED sunglasses
retail from £1.00 to £2.75 (plus VAT)
and are all backed with a
100% money back guarantee.

Get a copy of the **Bartex** 1976
polarised sunglasses brochure
and **check the value.**

The **Bartex** range is also
backed by powerful advertising
throughout the country—

On the buses
On the radio
and in the press.



Alfred Franks & Bartlett Co. Ltd.,
Bartex House, 167-185 Freston Road,
London W10 6TH.
Telephone: 01-960 0922/8.

Professional News

Pharmaceutical Society of Northern Ireland

Golden Jubilee celebrations: new plan announced

Revised plans for the Golden Jubilee celebrations of the Pharmaceutical Society of Northern Ireland were given at the Society's November Council meeting.

The president, Mr T. G. Eakin, announced that it had been agreed to hold a Press conference on March 26, 1976, in the Society's house, when copies of the Society's history over the past 50 years would be made available. An emblem for the celebrations was under consideration and it was hoped to have the emblem displayed in each pharmacy throughout the week commencing March 29. It was proposed to hold a president's "At home" on March 29 in the Society's lecture hall; it would take the form of a scientific evening when a lecture would be given by Professor P. F. D'Arcy. A dinner was planned for March 31 at the Dunadry Inn and a committee composed of Mr W. T. Hunter (convenor), Mrs C. O'Rourke, Mrs C. B. A. Watson and Professor D'Arcy would be responsible for making the necessary arrangements. On April 2, another "At home" would be held in the Society's lecture hall and it was hoped to invite a speaker to recount the history of pharmacy in Ireland. Earlier that evening older pharmacists would be offered a reception in the Society's house and transport would be provided for them. It was hoped throughout the week to have on view a collection of old items of pharmaceutical equipment, and members would be asked to supplement the collection.

Retention fees payment

It was agreed that the names of those members of the Society who had not paid their retention fees for the current year be removed from the Register from December 12. Mr Eakin said he was more than surprised to learn that some 69 members had yet to pay. The secretary, Mr W. Gorman, explained that the list included a number of members who resided outside Northern Ireland and a number who had asked to have their names removed from the Register. Of more concern to the Department of Health were those who were proprietor pharmacists and would be carrying on business illegally unless they paid the fee before December 12. A copy of the list had already been sent to the registrar.

Mr Eakin said that at the last meeting of the Council he had not had an opportunity to express his views on the work of the Council in the year ahead. He thought Council was the guardian of pharmacists, pharmacy, and the public in its association with pharmacy. The public had shown that it wanted general practice pharmacies and Council must therefore see that general practice pharmacists were trained. The university was providing the scientific basis of the pharmacist's know-

ledge to a high standard and affording opportunities for further academic study and research. The Council must ensure that those students who so desired would have the facilities and overall knowledge to function in general practice.

Attention should be paid to their training in sociology, counter prescribing and in administration, Mr Eakin felt; the pharmacist had to be trained to recognise ailments which required more detailed diagnosis. Failure to act positively could result in general practice pharmacy disappearing as a public service and becoming one more academic science. As the responsibility for the distribution of medicines and drugs lay on pharmacists' shoulders, the Council had to be seen to be interested in assisting the authorities to control the misuse of drugs. He commended the work of Medic-Alert and said pharmacists were needed to fill the widening gaps in community care. There was a future for pharmacy if the functions which used to be the pharmacist's role—and which were now returning—were firmly grasped.

Clarification sought

A report was received of a joint meeting of the Education and Law Committees which considered the Merrison Report (*C&D*, April 26, p542). It was generally agreed that the report was an objective assessment of the medical profession including the role of the overseas doctors practising in the United Kingdom. The committees recommended that clarification be sought about the authority of a doctor who enjoyed only temporary or provisional registration to issue a prescription for dispensing in a general practice pharmacy.

It was also recommended that the Education Committee should look again at the syllabuses drawn up some years ago for the practical training of students in general practice pharmacies and hospital pharmacy departments; it was probable that they would require amendment to bring them up to date. The Ethical Committee was also asked to consider certain practices which were causing annoyance to pharmacists; the Council was asked to tell the Department of Health that it would wish to be informed of any proposed arrangement for the collection and delivery of prescriptions in Northern Ireland.

Mr G. E. McIlhagger drew attention to the Department of Manpower Services' efforts to create work for school-leavers. Special capitation grants, recruitment subsidies and junior management schemes have also been introduced in an attempt to reduce school-leaver unemployment. He wondered if help of a similar nature could not be given to general practice

pharmacists who accepted students for training.

Mr Eakin welcomed Mr W. J. Bolon, Ballymena, who was attending his first Council meeting. Mr Bolon is a past-president of the Ulster Chemists' Association, secretary of the Ballymena, Larne and district branch of the Society, and chairman of the Northern Area Pharmaceutical Advisory Committee.

Reports from the Finance and House Committees were adopted. It was agreed that a meeting with representatives of the Pharmaceutical Contractors Committee be held on December 11. Mr McIlhagger, the Society's representative on the Northern Ireland Committee of the Royal Society for the Prevention of Accidents, was appointed to attend a two-day non-residential Home and Water Safety Conference, organised by the Northern Ireland Home Safety Council, to be held at the Dunadry Inn, May 6-7 next year.

A complaint was received from a body corporate concerning the conduct of an employee who, it was alleged, had failed to honour a contract of service and had left the company's employment without giving formal notice. It was agreed to refer the matter to the Ethical Committee.

Mr Gorman said he had received a copy of the booklet "Strategy for the development of the health and personal social services in Northern Ireland" which refers to the progress since the administration of the services was reorganised in 1973 and lays down guidelines for future development. It was agreed to have a committee consider the booklet.

Mr J. Kerr reported on a meeting of the European Pharmacy Group held in Brussels earlier in the week and some proposals he put forward for the future were adopted.

Films

New perspectives on aspirin

Aspirin Foundation, 1 Roberts Mews, Lowndes Place, Belgrave Square, London SW1X 8DA. 16mm colour and sound. 25 minutes.

This film, intended for medical audiences, is based upon an international symposium arranged in May this year by the Foundation. After a review of the long history of aspirin, and its synthesis at the end of the last century, Dr J. R. Vane explains his discovery of the drug's role in relation to prostaglandins.

Speakers at the symposium—including Dr P. C. Elwood, Cardiff, Dr I. Scharrar, Germany, Dr T. J. Powles, Royal Marsden Hospital, and Dr S. L. Wallenstein, New York—discuss recent developments in aspirin research in the spheres respectively of heart attacks, deep vein thrombosis, controlling the spread of bone metastases from breast tumours and aspirin used in combination with other drugs for pain relief. Dr J. Turnge, Australia, and Professor M. J. Langman, Nottingham University, review misconceptions about possible side-effects of aspirin.

Professor H. Stewart, St Mary's Hospital, acts as introducer for the sequences.

Striking off for 'flagrant disregard of public safety'

A pharmacist, whose Glasgow premises were demolished by the City Corporation because of their dangerous condition, was ordered to be struck off the Register by the Pharmaceutical Society's Statutory Committee last week for her "flagrant disregard for the safety of the public".

Miss Catherine Maria Smith, 65, of Monteith Row, Glasgow, was warned by the Committee in October that she was in danger of being struck off following a fine of £160 for two offences under the Misuse of Drugs Regulations and the Misuse of Drugs Act. The offences related to the supply of drugs against 80 forged NHS prescriptions and to a failure to enter three prescriptions for Durophet in the Controlled Drugs register.

Mr R. MacKay, an inspector of the Society, said Miss Smith was no longer carrying on business. Her pharmacy, in the poorest part of Glasgow, had been in bad condition and in July she was given 30 minutes notice to leave by the Corporation, who demolished the place because it was dangerous. She was now living with her brother and had not worked since.

The Committee's chairman, Sir Gordon Willmer, said Miss Smith had adopted the attitude throughout of refusing to admit she had done anything wrong, and the Committee thought striking her off was the only way to bring home to her that she had done a grave wrong. She had been carrying on her business in flagrant disregard for the safety of the public, said Sir Gordon.

Company 'in peril'

A company with five pharmacies in South London was warned it was in "peril" of being struck off the Register. Sir Gordon deferred judgment for 12 months on irregularities alleged to have been committed by Naraine's Pharmacy Ltd and said unless there was marked improvement in the way the business was conducted it would be struck off. Included in the order was Mr Foo Wah Yew, the company's superintendent pharmacist between March and April this year.

Sir Gordon said that striking-off immediately would put five pharmacies out of action and inconvenience the public; and Mr Yew was entitled to some leniency because he was on the point of taking his finals for a degree in pharmacology. He said it was clear that Mrs Mary Naraine, the owner of the business, although unqualified, was a dominating personality and took good care to see that her employees did as she told them.

The company was convicted at Croydon Magistrates Court on six charges of selling Part 1 poisons when it was not an authorised seller, because the company did not then have a superintendent

pharmacist who was also a director. The company had also been convicted of one charge of selling kaolin and morphine mixture without the supervision of a pharmacist and one charge of selling pholcodine without supervision.

Mr J. Hill, for the Society, said that for some months in 1974 the company traded without a superintendent, disregarded letters from the Society, and used the description "chemist" contrary to the Medicines Act. Mr Yew, 35, now of North Claremont Street, Glasgow, had been superintendent at the time of one unsupervised sale. He appeared also as the result of a conviction for travelling on the underground without paying the fare.

Mr Yew said he came to Britain from Malaya in 1962. At the beginning of this year he applied for the tenancy of a flat advertised by Mrs Naraine. He needed accommodation and agreed to work for her as a pharmacist. Then he found the company had no superintendent. She asked him to do the job but he did not fully appreciate what his duties were; the job was "thrust" on him.

'Free hand' for superintendent

Mrs Naraine, a Guyanese, said she approached each of the company's five pharmacists about the superintendent's job, but each refused it. She also advertised without success. She did not reply to the Society's letters because she hoped she would get a response to her advertisements. The company now had a superintendent on its board and she was prepared to give him a completely free hand in all professional matters.

A pharmacist who fell behind with his paper work while he ran the only pharmacy in a town of 5,500 people for four years, was severely reprimanded. He had been convicted of six offences of failing to keep a drugs register and had pleaded guilty to two further offences of failing to specify the total quantity of drugs in words and figures and failing to mark the date of dispensing on a prescription.

Sir Gordon said the evidence showed it was a case of bad bookkeeping, no doubt resulting from a long period of stress and overwork. He added that the reprimand should not be recorded for 28 days to enable the pharmacist to appear before the Committee.

The proprietor of a pharmacy in the "danger zone" close to Piccadilly Circus, who is also its superintendent pharmacist, was reprimanded by the Committee for dispensing forged prescriptions. Mr Vincent Hall, of Riverside, Wraysbury, proprietor of V. J. Hall Chemists Ltd, appeared following the company's conviction on three charges under the Misuse of Drugs Act and one under the Poisons Rules. The charges resulted from the

dispensing of three forged prescriptions for Dexedrine Spansules and Tuinal capsules at the company's shop in Shaftesbury Avenue.

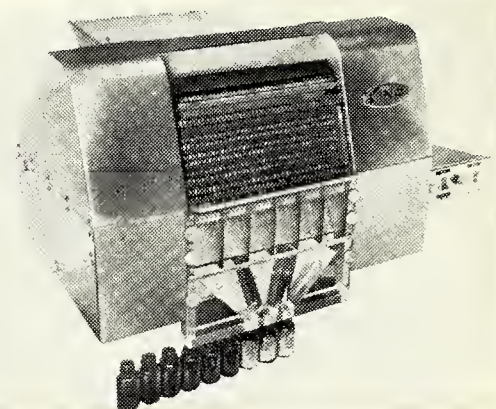
The pharmacist who did the dispensing was similarly reprimanded. But because he was unable to attend the hearing the Committee delayed putting the reprimand into effect for 14 days to give him an opportunity to object.

Sir Gordon said that nobody could be blind to the dangers and difficulties facing pharmacists, particularly when they carried on business in dangerous areas. He could not emphasise too strongly that all pharmacists had to be diligent in watching for forged prescriptions. In this case instructions given by Mr Hall were not carried out.

Mr G. Norris, the Society's inspector, said he visited the shop on April 26 and noticed three private prescriptions which appeared to be forgeries. Two purported to have been written by a Dr Clein and one by Dr O'Neill. Both doctors later confirmed that the prescriptions were forgeries. The dispensing pharmacist had accepted the first two prescriptions as genuine without consulting the doctor. He had attempted to contact Dr O'Neill about the other but was unsuccessful. He then accepted the prescription as genuine.

Questioned by Mr C. Smith, for the company and Mr Hall, Mr Norris agreed that Mr Hall was not directly involved in any way. Mr Smith added that the shop was in a "vulnerable situation", very close to Piccadilly Circus and opening on Sundays and late at night.

Mr Hall told the Committee his company had two shops. He had always warned his pharmacists to be on the lookout for forged prescriptions. The company had a good relationship with the local police; they had reported forged prescriptions many times and people had been arrested in the shop as a result. He said it was the pharmacist concerned who had had the woman in this particular case arrested when she later presented another prescription.



Mechanical tablet counter

Following the success of their high-speed slat counting machines for tablets and capsules, C. E. King Ltd, 41 London Street, Chertsey, Surrey KT16 8AR, have introduced a bench-mounted, semi-automatic version for small batch or low volume bulk filling. The new model SC4 is said to be capable of counting up to 6,000 tablets or capsules a minute and features include visual check for accuracy, rapid change-over from one product to another, simplicity of operation and sophisticated dust control.

Diary of a success story 2

DECEMBER 6 1975

*Massive advertising
makes Grecian 2000
the biggest selling
hair colour restorer
of all time*



Grecian 2000 and Lady Grecian 2000 were on TV 38 out of 52 weeks during the past year. And when you think that they are the only hair colour restorers to appear nationally on TV, it's no wonder that they outsell all their rivals put together.

What's more, Lady Grecian has had colour press advertising as well!

Some suppliers are out of stocks of Grecian 2000 and Lady Grecian 2000. Make sure you're not one of them.

must re-order

Grecian 2000TM
Lady Grecian 2000

Letters

The Society—not ASTMS

I have been reading with interest and dismay the correspondence regarding USDAW, JBPA, NAGPEP, SMA, ASTMS, and wondering about the origins of this wordage. The objectives of the first four organisations are well known and understood by many members of the profession, but ASTMS gives me serious cause for concern. This new fairy godmother has the objective of providing "a unifying body for the profession with the object of improving the economic situation of pharmacists and to arrest the decline in the practice of pharmacy." With all due respect to Clive Jenkins, this statement surely is an insult to our intelligence.

To achieve these objectives would mean that ASTMS would have to take over the negotiations currently conducted by the Central NHS Committee on behalf of all contractors. To seriously suggest that Boots, the Co-operatives and other multiples would join a left-wing trade union and allow it to negotiate on their behalf is stretching credulity beyond the limit.

Having disposed of the majority of the objectives of ASTMS in so few words, we must look at the interests of pharmacist employees. Instead of the current proliferation of organisations surely the employees should be looking to the Society for a lead. My personal reservations about the Society are well known, but it could provide on this occasion the co-ordinating influence which our pharmacist employees lack. But first the Council must be made aware of what is sought by employee pharmacists. At this stage I am by no means clear of their objectives and would welcome positive contributions on this subject. I am far from convinced that the majority of employee pharmacists wish to involve themselves with the left-wing political machinery of ASTMS, whilst quite rightly seeking a vehicle with which to express their point of view.

For those of us elected to take decisions on the future of our profession, it would be helpful if the real voice of the employee now steps forth. Let us hear less about ASTMS, more about *pharmacy*.

Graham Walker
Spalding, Lincs

No 'coward'

It was with astonishment that I read of the accusation by Mr Williams of Counterbalance that I had taken "the cowards way out" by proposing minimum rather than overall control of pharmacy distribution to avoid, among other things, an intraprofessional difference of opinion with the multiples (C&D, November 29, p740).

Even ignoring the many other factors, ideological and otherwise, which result in my preference for planned distribution by

incentive rather than control, Mr Williams' attack is extraordinary. Only minutes earlier, in the same speech, he had declared that "politics within pharmacy would be a death blow to the profession"—then calls me a coward and lays the blame for pharmacy's problems directly at the multiples' door.

I would assure Mr Williams that cowardice is not my nature. The tenor and direction of my correspondence alone bears witness to that. I would further offer Mr Williams a little political advice. Firstly, never run headlong into a brick wall, there is invariably a way round, over or under: secondly, always remember when planning a course of action to start out by taking account of the situation you are actually faced with, and plan accordingly, rather than planning your tactics on the situation you would have preferred to have been starting from.

Whether Mr Williams (or I for that matter) like it or not, the multiples are there, and the parliamentary influence of so large a chunk of the gross national product is very considerable indeed. To ignore this and alienate, rather than co-operate with the multiples in facing the immediate threat posed by health centres to the community pharmacy would be a cardinal error. Don Quixote tried taking on his windmills in much the same way as Mr Williams his multiples, only it was lances, rather than money, that he ran out of!

R. G. Worby
Woodford Green, Essex

Take-over bid by union

Over the past few months most pharmacists must have been aware of the growth of interest in bodies and persons claiming to wish to unite the profession of pharmacy. In the last few issues, ASTMS has succeeded in obtaining a large amount of space in which to present their case, and we have seen references to other Associations such as NAGPEP and JBPA.

To the majority of pharmacists it was becoming very difficult to establish what each association was actually trying to achieve, and where, if at all, their interests overlapped.

I say was becoming very difficult, because I believe the letter published last week from R. G. Worby threw a great deal of light onto the subject of the ultimate goal of ASTMS and the political views of members of its steering committee.

It is my opinion that the members of this committee are more interested in the nationalisation of pharmacy than any other single objective, and I would suggest that every pharmacist should read again Mr Worby's letter, as it is in their own interests to know what they are supporting should they choose or join ASTMS.

Where I differ from Mr Worby, however, is his warning to beware of NAGPEP. As I understand it, the prime aim of NAGPEP is the formation of a general practice membership group of the Society, and should this be forthcoming, NAGPEP could be disbanded. Secondly, we have seen references to approaches to NAGPEP by ASTMS but have not, as yet, seen any official reply. I believe pharmacists have a right to know from

the steering committee of NAGPEP if I am correct in my above assumption, and what is their reply to the invitation from ASTMS.

M. I. Hemmerdinger
Carpenders Park, Herts

A further insight into NAGPEP's *raison d'être* is given by its president, Mr J. Carr, on p772. He told C&D on Tuesday that the ASTMS approach has not yet been discussed with his officers, but the union has been promised a reply—Editor.

Enough said

I refer to your report (C&D, November 22, p725) Socialist Medical Association pharmacy group. Mr Mercer, divisional officer ASTMS, said: "The solution to pharmacists' desire to practise as a profession was for the provision of salaried pharmaceutical care, as and when it was needed, rather than as a contractual service."

In the same issue (p710) under ASTMS "aims" we read "To support negotiations for a new contract for the independent contractor."

As an ex-proprietor, now locum, who might have been interested in an unbiased, non-political venture, I feel no comment is needed.

E. W. S. Burrows
Mudeford, Hants

At the root... money!

Would that I were half as cock-sure of anything as Mr Worby is of everything. With all the diplomacy and strategy of a bull in a china shop—and what a load of bull at that—he peremptorily dismisses trade unionism in pharmacy as nothing other than disillusionment, division and dissolution of pharmacy as we know it. I fear the unions are likely to be cowering from this touch of the Worby whip.

Nor is the star to which Mr Blum is currently hitching his wagon likely to be used as a guide by many wise men. The track record of Mr Blum and his blumsters has hardly inspired confidence over the years. Indeed there may well be those who see this advocacy of nationalised pharmacy as being his last fling to try to leave a permanent scar on the face of retail chemists.

Mr Davidson, assistant general secretary of ASTMS, has clearly not done his homework. He may well consider the Joint Industrial Council for Retail Pharmacy to be irrelevant. That view is not shared by those of us involved. We meet again on Monday—Boots, other multiples and independents—to face the unenviable task of reaching a fair wages agreement with the trade union side representing the employees. Far from being irrelevant, I submit the far-ranging consequences of the wages settlement after the meeting will be felt critically by every employer. Almost certainly the wage increase will mean a substantial rise for a few hundred thousand employees—pharmacists and assistants. There will be no employer who will begrudge his staff a pay rise at the present time, but every employer will be wondering where he is going to get the money from.

This, in fact, is the true colour of the horse—money. And the name of the horse

Continued on p785

THE NEW FREFLO FEEDER GETS IT RIGHT.

Right design.

Now Smooth as glass and so much safer!

We've completely re-designed the new Freflo feeder to incorporate all these outstandingly helpful features.

*Freflo's rimless neck has no raised edges to trap germs.

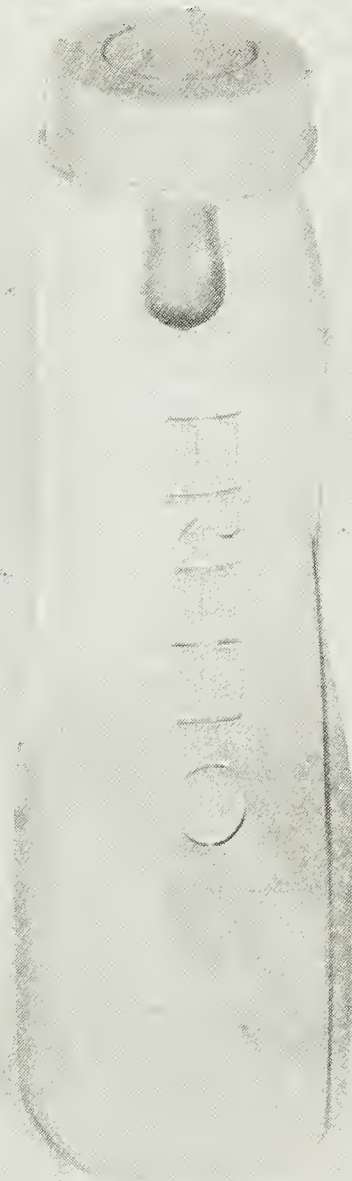
*The lower part of feeder has strong but flexible walls which when squeezed gently helps prevent airlocks.

*Hygienic boilable teat cover clips over bottle cap and keeps teat clean. Ideal for night feeds.

PLUS! Thumbgrips that make feeder comfortable to hold.

AND! Graduations in ounces and millilitres.

Boilable, lightweight and virtually unbreakable.



Right packaging.

Having got the feeder right we turned our attention to the packaging. We used a bright orange and white colour scheme but designed it as a simple half sleeve to keep the cost at a highly competitive level.



Right price.

The label displayed on the bottle says it all. This is a special introductory offer which includes a FREE Teat Cover. So get your order in quickly. (Offer applies to UK only while stocks last.)

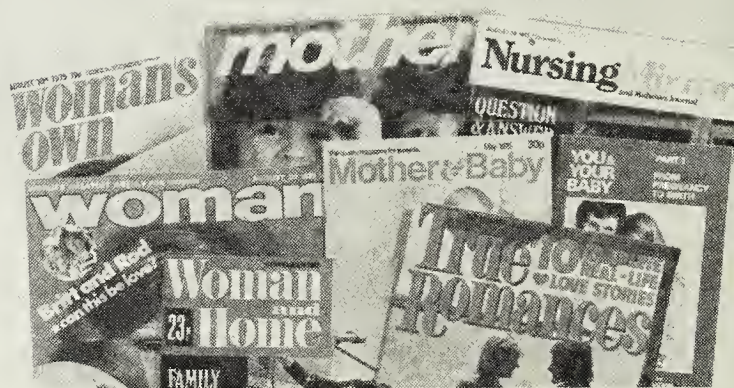
NEW!
Introductory offer
35P
in economy packaging
WITH
FREE
TEAT COVER
Rec. Price will be 41p

Right promotion.

And to do justice to our brand new bottle we're launching it with a massive press promotion.

We'll be reaching nearly 9,000,000 consumers with impactful, informative advertisements in: Mother, Mother and Baby, True Story, True Romances, Woman, Woman's Own, Woman's Weekly, Woman and Home, Woman's Realm, Health Visitor, Nursing Mirror, Nursing Times and Part I & II of You & Your Baby.

All ads. promote 'Special Introductory Offer' and other Lewis Woolf products.



Griptight Freflo

THE SAFEST PROFIT YOU'VE EVER MADE

Lewis Woolf Griptight Limited, Home Sales Department,
144 Oakfield Road, Selly Oak, Birmingham B29 7EE.

Letters

Continued from p783

is money. There are no other issues basically at stake.

Politicians of all parties have repeatedly called on the professions to sink their sectional differences and to organise themselves in strength. Strength they claim—and I firmly believe—is nowadays the only real weapon to be used in any negotiation with the Government. Few of our profession may have a great taste for trade unionism—I am one of them. It is a sad reflection that we even have to consider the establishment of trade unions within pharmacy at all. Nevertheless, it is very clear to me that without concerted organisation retail pharmacy is undoubtedly heading for a disaster of the greatest magnitude.

I will not dismiss trade unionism lightly; I do not subscribe to the view that they are seducing pharmacy. If they have something to offer us then no opportunity should be lost by the Contractors Committee, the Society and the NPU to discuss fully the whole situation calmly and logically with the unions.

G. Urwin
Newcastle upon Tyne

Means of limitation

Please find enclosed a copy of a letter I have recently despatched to the Registrar of the Pharmaceutical Society.

If any member is interested in calling an extraordinary general meeting of the Society in order to propose a motion that the Society be called upon to act in a manner indicated in this letter, would they please contact me at the address below.

Peter I. Herman
26 Paddington Street
London W1M 3RF

In his letter, Mr Herman refers to a reply he had received from the Registrar indicating the Society's wish to restrict pharmacy numbers, but pointing out that it was not legally possible. He goes on:

"This I would dispute. If one refers to the 1843 Charter one finds the following words 'also for the protection of those who carry on the business of pharmacist or druggist'. Further, in a 1953 Supplemental Charter the words 'to maintain the honour and safeguard and protect the interest of the members in their exercise of the profession of pharmacy'. Thus, it is apparent that one could easily envisage a situation where the requirements of the Medicines Act conflict with the Charter of the Society.

"This is the situation I believe appertaining where there is 'leapfrogging' or a health centre opens.

"How does the Society then reconcile its obligations. The answer is simple. On a number of requests the Society has made 'recommendations' that were outside the scope of the law, but members have been obliged to comply. For example, injectable methyl amphetamine powder, Collis

Brown's Compound, Phensedyl and Benylin with codeine."

Mr Herman suggests the Society could register premises as required by the Medicines Act but at the same time point out to the superintendent pharmacist that it does not approve of the registration and further, that since any member of the Society would, by practising at those premises, be in breach of the Charter, that individual would *de facto* be considered to have resigned from the Society.

"Obviously the criterion under which the Society would act would need to be quite clear—namely that the provision of a pharmaceutical service in an area was adequate, and that the opening of further pharmacies would endanger the interest of members in the exercise of their profession."

Mr Herman argues that the Society would have to maintain the status quo so the multiples should suffer no decrease in existing outlets; nor, with proper control of entry into the profession, would long term employment prospects for pharmacists be endangered. "A useful side effect of this vigorous support for pharmacists by the Society would be that the many general practice pharmacists who at

present, after a lifetime of service to the community, have to sell their pharmacies for a pittance, would get a fairer price for them because of their 'scarcity' value."

Wholesalers' discounts

Our reply to Mr Todd's letter (C&D, November 8, p664) that "wholesalers' terms should enable them to pass on competitive discounts to the chemist", is unfortunately open to misunderstanding.

We do not suggest that wholesalers' terms are unfair to retailers or that wholesalers ought always to pass on any special discounts which we offer them. Whilst the precise margin available to a retailer buying from a wholesaler is and must be a matter for negotiation between those parties, we believe that our published price structure produces a fair cash return for both wholesaler and retailer.

Indeed, these margins compare most favourably with the cash returns on other leading chemist disposables. This is confirmed by the continuing demand for Curity Snugglers demonstrated by all our customers.

J. M. A. Barker
Secretary, Colgate-Palmolive Ltd
London W1

Westminster report

Trading Bill published

The West Midlands County Council Bill was to be published on Thursday (last week, p755). The Bill would give the local authority power to supply pharmaceutical and cosmetic products of all kinds and carry out other commercial activities deemed to be in the interests of the area concerned.

Consent of the district councils would be required before these powers were enforced and, if necessary, the Secretary of State would decide whether or not such consent was "unreasonably withheld". The Bill would also enable a local authority to borrow money, without the Secretary of State's consent, to carry out these activities.

Cost of aspirin scripts

Mr Peter Hordern asked in the Commons what savings would result if aspirins could not be prescribed by general practitioners as part of the National Health Service.

Dr David Owen, Minister of State for Health, replied that in 1974, the estimated net ingredient cost of NHS prescriptions for aspirin tablets was about £240,000. In addition chemists' remuneration, offset by estimated charges, amounted to £170,000. "The total saving, therefore, would have been £410,000, assuming, which is unlikely, that none of the usually more costly alternatives, including the preparations that contain aspirin, was prescribed instead."

Cost accounting changes?

The Government has announced it accepts the need for company accounts to allow for the effects of inflation and acknowledges that existing methods do not adequately do so.

The main proposal of a report recently by the Committee on Inflation Account-

ing, under the chairmanship of Mr Francis Sandilands (HM Stationery Office, Command 6225, £4.25) was that the system of company accounts should be changed from an historic cost basis to a system known as current cost accounting. Mr Peter Shore, Secretary of State for Trade, said in the Commons last week the Government agrees "that current cost accounting, by bringing out the effects of changes in costs and prices on the fixed assets and stocks used in a business, could lead to a better understanding of the economic performance of companies". He added that a steering group has been set up to consider the issues involved, with a view to the implementation of the system on December 24, 1977.

To advise on insecticide

The Poisons Board is being asked to advise the Home Secretary as to whether carbophenothin—an organophosphorus insecticide—should be subject to the provisions of the Pharmacy and Poisons Act. That was announced in a Commons written reply last week to Mr John Pardoe, MP.

Devolution proposals

The Government's White Paper on devolution, published last week, proposes that the Scottish administration would be responsible for health matters in Scotland, including the NHS.

They would be free to determine health care priorities and allocation of resources. Certain UK arrangements and standards would still apply—for example on medicines—but in general the administration would be able to vary the scope of current arrangements and decide policy on family planning, transplant surgery, abortion, private practice and the control of nursing homes.

Our Changing Democracy: Devolution to Scotland and Wales (HM Stationery Office, £0.95).

Company News

Group reorganisation at Federated Chemicals

Federated Chemicals Holdings Ltd have announced that the two principal operating subsidiaries—R. W. Greeff Ltd and Kingsley & Keith Chemical Group Ltd—will be merged from January 1, 1976, and the new unit will be called K & K-Greeff Chemical Group Ltd. The new holding company will have three operating subsidiaries—K & K-Greeff Industrial Chemicals Ltd, K & K-Greeff Fine Chemicals Ltd and K & K (International Trading) Ltd.

K & K-Greeff Fine Chemicals Ltd are to operate as two divisions—a fine chemical division specialising in products for the pharmaceutical, food, animal feedstuffs, veterinary, cosmetic and agrochemical industries, and the Cambrian division which will be responsible for sales of Optimax and other finished products for medical use, laboratory chemicals and gases, small bulk quantities of specialised pharmaceutical intermediates and amino acids.

All the companies are to operate from the present offices of Kingsley & Keith at Suffolk House, George Street, Croydon, Surrey (telephone 01-686 0544).

Hoechst pharmaceutical sales lead world

Hoechst now lead the world table of pharmaceutical companies in terms of 1974 sales, according to the latest issue of *Chemical Insight*. They move up from sixth to first position "thanks to Roussel-Uclaf" with sales totalling \$1,288m and are followed by Hoffmann-La Roche (up from fourth) with \$1,135m—but author and publisher of the report, Mike Hyde, says they would have been first but for the exclusion of vitamins from the figures.

The rest of the "top ten" (Mr Hyde lists

50) are American Home Prod (\$1,133m), Merck & Co (\$1,117m), CIBA-Geigy (\$976m), Bayer (\$863m), Sandoz (\$809m), Warner Lambert (\$803m), Pfizer (\$736m), Bristol-Myers (\$701m).

Of the British-based companies, Glaxo come in at number twenty (\$499m with foods), Beecham at twenty-third (\$391m), and Wellcome thirty-first (\$260m estimated). Boots are in thirty-ninth position (202m) when agrochemicals are included. *Chemical Insight*, 44 The Keep, London SE3 0AF, on subscription.

□ In an interim report this week, Hoechst say their worldwide turnover was 5 per cent down in the third quarter and pre-tax profits were 53 per cent lower, at DM610m, in the first three quarters. Turnover growth was, however, satisfactory in pharmaceuticals and cosmetics.

First half Odex Racasan sales up 14 per cent

Group turnover by Odex Racasan Ltd in six months to September 30 was about 14 per cent higher than in the same period last year.

The company's interim statement, issued last week, shows that turnover was up by nearly £0.5m at £3,529m (£3,056m in the same period of 1974). Group profit before tax is given as £375,400 (£364,200) which is estimated as £180,400 (£175,200) after tax. Announcing an interim dividend of 1½p per share, the company's chairman, Mr D. W. Robertson, says that the improved trend in sales, reported at the annual meeting in July, has so far been maintained after disappointing first quarter sales, but forecasting the future, he adds, still remains difficult.

S&N develop new lens

Smith & Nephew Research have developed a new soft contact lens, Snoflex 50. A new company, Smith & Nephew Optics Ltd, has been formed to market the lens worldwide, while in the UK it will be marketed by the sister company, Hydron-lens Ltd, claimed to be the foremost manufacturer of soft lenses in the UK.

The water content of the Snoflex 50 is more than twice that of the Hydron lens, making it easy to wear. Another advantage claimed



Mr W. C. E. Hayes, MPS—Merck Sharp & Dohme's pharmaceuticals specialist (see below)

is that it is simple for opticians to fit. Smith & Nephew Research are now developing a lens of 80 per cent water with oxygen permeability three times that of Snoflex 50 and six times that of Hydron, and which will be permanently wearable.

ICI profits hit

The economic depression has hit Imperial Chemical Industries Ltd results in the first nine months of 1975.

Pre-tax profit was £224m compared with £373m for the same period last year and £455m for the whole of 1974. Profit after tax was £138m (£200m), group sales totalled £2,279m (£2,209m), of which £964m was UK sales (£903m).

Briefly

The business of Miss E. Attenborough, MPS, 1 High Street, Melton Mowbray, Leics, has been acquired by Mr G. Burrows, MPS, Nottingham. The business has been in the hands of Miss Attenborough's family for the past 100 years.

Berk Pharmaceuticals Ltd: From December 8 a separate telephone line—Guildford 37991—is to be available for pharmaceutical product orders only; an automatic answering service will operate on that line after 5 pm and at weekends. The company's Shalford office number changes to Guildford 71221, but the Godalming office number remains as previously.

Appointments

Savory and Moore Ltd have appointed Mr Arnold L. Solomons MPS to the board. His specialist duties will be personnel and training (see also p774).

Merck Sharp & Dohme Ltd have appointed Mr W. C. E. ("Bill") Hayes MPS, pharmaceuticals specialist. Mr Hayes has been with MSD for 24 years and was formerly works manager at their Hoddesdon plant. In his new position he will be responsible for evaluating and preparing new techniques and methods of manufacturing, packaging and distributing MSD products. It is a new post in MSD's newly-created technical services department and will report to the technical services director, Mr E. Hutchinson.

'Secret weapon' HQ for Knox

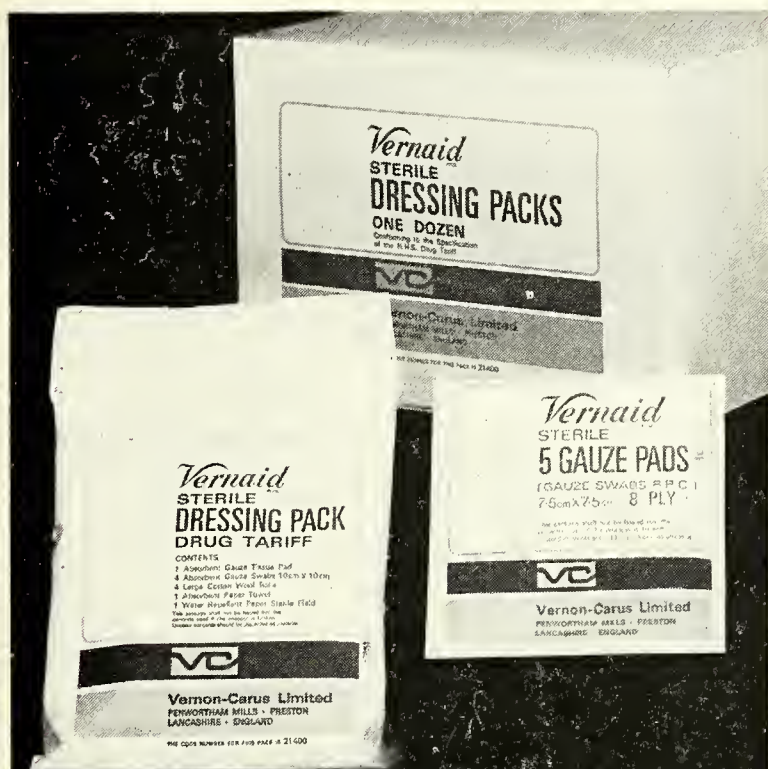
Knox Laboratories Ltd's new headquarters at "The Firs", Whitchurch, Aylesbury, Bucks (telephone 0296 64704), is probably better known as "Winston Churchill's Toy Shop" after its use during World War II by Churchill's special department MD1. Formerly a private house, "The Firs" was requisitioned by MD1 in 1940 as a centre for the design and conception of secret weapons, including the limpet mine. The new offices give the company greatly improved accommodation and more modern facilities. The company's previous headquarters at Aston Clinton will serve as a warehousing and shipping centre



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per doz V.A.T. £0.72 per doz

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DA14 5EG

Market News

Paracetamol dearer

London, December 3: Contracts for home-produced paracetamol will be dearer by 21p a kilo from December 8. The new rates given below are already in operation for spot lots. Supplies are still short and imported material remains higher than the British made although it has been reduced over the past few months. Elsewhere in pharmaceutical chemicals the tartrates are now well off their peak values reached last year.

In crude drugs the downward trend established over the last few months continued with the exception of the occasional item such as lemon peel. Among gingers spot supplies of Jamaican have been cleared but shipment offers of Sierra Leone were received after an absence of many months. Menthol is short on the spot and prices have remained fairly steady.

Most English-distilled essential oils are maintaining their values although imported are still tending downwards through lack of demand. Both *arvensis* and *piperata* peppermint were firmer.

Pharmaceutical chemicals

Paracetamol: (Per kg) 50-ton contracts from £2.41; 10-ton £2.57; 1-ton £2.70. Premiums for direct compression £0.13 kg.
Potassium acid tartrate: BPC £900 metric ton delivered.
Sodium potassium tartrate: Granular £797 metric ton.
Tartaric acid: About £705 per metric ton.

Crude drugs

Aloes: Cape £0.96½ kg spot; £0.95½, cif. Curacao £1.47 spot; £1.37, cif.
Belladonna: (metric ton) Herb £460 spot. Leaves £800, cif. Root £750 spot nominal.
Balsams: (kg) **Canada:** £14.60 spot; £14.25, cif. for shipment. **Copaiba:** BPC £1.65 spot; £1.60, cif. **Peru:** £4.50 spot; £4.20, cif. **Tolu:** £3.20 spot.
Benzoin: BP £62.00-£66.00 cwt; £56.00-£61.00, cif.
Buchu: Rounds £2.50 kg spot; £2.40, cif.
Camphor: Natural powder, £5.50 kg duty paid.
Cardamoms: (per lb cif), Alleppy green No. 1 £1.50, prime seeds £1.60.
Cascara: £890 metric ton spot; £6.60, cif.
Cherry bark: Spot £525 metric ton; £515, cif. £3.65, cif; synthetic £0.98, cif for 98 per cent.
Chillies: Mombasa £730 ton, cif.
Cinnamon: (cif) Seychelles bark £350 ton, cif; Ceylon quills 4 O's £0.51 lb.
Cloves: Madagascar £2,600 per ton, cif.
Dandelion: £980 metric ton, cif, nominal.
Gentian: Root: £1.35 kg, spot; £1.28 kg, cif.
Ginger: (ton, cif) Cochín £590; Jamaican spot cleared, Nigerian split £495, peeled £600. Sierra Leone £670.
Hydrastis: £7.80 spot; £7.50, cif.
Lemon peel: Unextracted £900 metric ton spot; £880, cif.
Menthol: (kg) Brazilian spot and shipment £9.90, cif. Chinese £10.10 duty paid. Shipment £10.00, cif.
Pepper: (ton) Sarawak black £800 spot; £740, cif; white £1,020; £945, cif.
Podophyllum: Root £520 metric ton spot; £500, cif.
Seeds: (metric ton, cif) **Anise:** China star forward £450. **Caraway:** Dutch £365. **Celery:** Indian £325. **Coriander:** Moroccan £190. **Cumin:** Indian £525. **Dill:** Indian £175. **Fennel:** Indian new crop £525; Chinese £350. **Fenugreek:** £120.
Senega: Canadian £11.90 kg spot; £11.40, cif.
Valerian: Indian root £620 metric ton, spot; £600, cif.

Essential and expressed oils

Almond: Sweet in drum-lots £1.20 kg.
Anise: Resellers at £13.60 kg ex Continent.
Eay: West Indian £11.00 kg.
Bergamot: From £12.00 kg for a top grade.
Bois de rose: £4.50 kg spot; shipment £4.00, cif.

Buchu: English distilled £255 kg; South African £150.
Camphor white: £0.90 kg spot; £0.70, cif.
Caraway: Imported £16.00 kg; English £24.00.
Cardamom: English distilled £80.00 kg.
Cassia: Chinese unobtainable.
Cedarwood: Chinese £0.87 kg spot; £0.81, cif.
Celery: English £28.00 kg.
Cinnamon: Ceylon leaf £2.20 kg spot; £2.00, cif.
Citronella: Ceylon £1.30 kg spot; £1.07, cif.
Clove: Madagascar leaf £1.95 kg spot; £1.80, cif.
Coriander: Imported £18.00 kg spot. English distilled £26.50.
Dill: £15.50 kg in drum lots.
Eucalyptus: Chinese 80-85 per cent £1.85 kg spot; £1.45, cif. Spanish/Portuguese £1.95 spot.
Fenne: Spanish sweet £9.50 kg spot.
Geranium: (kg) Bourbon £26.50 spot.
Ginger: English distilled £65.00 kg.
Lavender spike: £10.00-£11.00 kg spot.
Lavandin: About £5.00 kg.
Lavender: French £19.50 kg spot.
Lemon: Sicilian best grades from £7.00 kg.
Lemongrass: Spot and shipment £3.60 kg.
Lime: West Indian from £9.50 kg spot.
Mandarin: £6.00 kg.
Nutmeg: (per kg) English distilled from West Indian £20.00-£21.50; from East Indian £15.50-£16.00.
Olive: Spot ex wharf, Spanish £1,150 per metric ton in 200-kg drums; Mediterranean origin £1,140.
Palmarosa: Brazilian spot £7.50 kg.
Patchouli: £4.50 kg spot and cif.
Pennyroyal: Not quoted.
Pepper: English distilled ex black £62.50 kg.
Peppermint: (kg) *Arvensis* Brazilian, £3.70 spot and shipment. Chinese £3.70 spot; £3.55, cif. American *piperata* £15.00-£20.00 as to source.
Peltigrain: £4.45 kg spot; £3.60, cif.
Rosemary: £4.75 kg spot.
Sage: Spanish £9.50 kg to arrive.
Sandalwood: Mysore £32.00 spot; £28.00, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

News in brief

□ Cambrian Chemicals Ltd pharmaceutical division is to hold a one-day symposium on "Tryptophan and depression", at the Royal College of Physicians, Regent's Park, London, December 15.

□ There were no contests in the council election of the Proprietary Articles Trade Association for 1976. The following were returned unopposed: *Manufacturers' section*, E. C. De Witt & Co Ltd, Optrex Ltd; *wholesale section*, East Anglian Wholesale Supplies Ltd, Northern Pharmaceuticals Ltd; *retail section*, G. W. Herdman, J. R. Marshall.

□ The World Health Organisation is organising clinical trials on cyproterone acetate, manufactured by Schering Chemicals Ltd, as an oral contraceptive for men. Trials are being carried out in India, Germany and at a London hospital on the drug which has been used in the treatment of sex offenders in a dosage 20 times that suggested for contraception.

□ Infant mortality has dropped from around 150 per 1,000 live born babies about 70 years ago to 17 per 1,000 in 1973, according to the Office of Health Economics Briefing no 3 "Infant and child health." In 1973 the major causes of infant mortality were congenital malformations (one death in every four) and complications such as bronchitis and pneumonia (a further one in eight).

□ The Business Statistics Office is to carry out the first of a new series of annual sample inquiries into retail businesses next year. The new system, to be carried out for the Department of Trade and other Government departments, will replace the existing statistics based on complex, infrequent censuses and will seek information on stocks, capital expenditure and sales.

Coming events

Monday, December 8

Harrow Branch, Pharmaceutical Society, Northwick Park Hospital, at 8 pm. Dr J. Crellin and Mr L. G. Matthews on "Going for a song."
North Metropolitan Branch, Pharmaceutical Society, School of Pharmacy, Brunswick Square, London WC1, at 8.15 pm. Mr H. Cannell (senior lecturer, London Hospital) on "Plastic surgery."
Nottingham Branch, Pharmaceutical Society, Postgraduate medical centre, City Hospital, Northampton, at 8 pm. Mr P. A. M. Weston (consultant, Nottingham General Hospital) on "Aspects of management of accident and emergency in hospital."
Royal Society of Health Pharmaceutical Group, Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London WC1, at 7 pm. Annual meeting and Dr G. Margetts (chief executive, Sterling-Winthrop research and development) on "A recent development in hormone research."

Tuesday, December 9

Edinburgh Branch, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45 pm. Annual social evening.
Enfield Pharmacists Association, Postgraduate medical centre, Chase Farm Hospital, Enfield, at 7.45 pm. Mr M. Leadbetter (secretary, National Association of Fingerprint Officers) on "Fingerprints."
Lancaster and Morecambe Branch, Pharmaceutical Society, Postgraduate medical centre, Ashton Road, Lancaster, at 7.45 pm. Professor E. J. Shellard (Chelsea College) on "Plants as a source of medicinal agents."
Leeds Branch, Pharmaceutical Society, Golden Lion Hotel, at 8 pm. Mr D. J. Dalglish (a member of Council) on "Pharmacy—some reflections."

Wednesday, December 10

Socialist Medical Association, House of Commons, at 7 pm (room booked by Mrs M. Miller, MP). Mrs Renee Short, MP, Mrs Millie Miller, MP, and Dr Berenice Beaumont on "Abortion and women's health rights."
Sunderland Branch, Pharmaceutical Society, Postgraduate medical centre, Sunderland, at 8 pm. Speaker Mr W. M. Darling (a member of Council).

Thursday, December 11

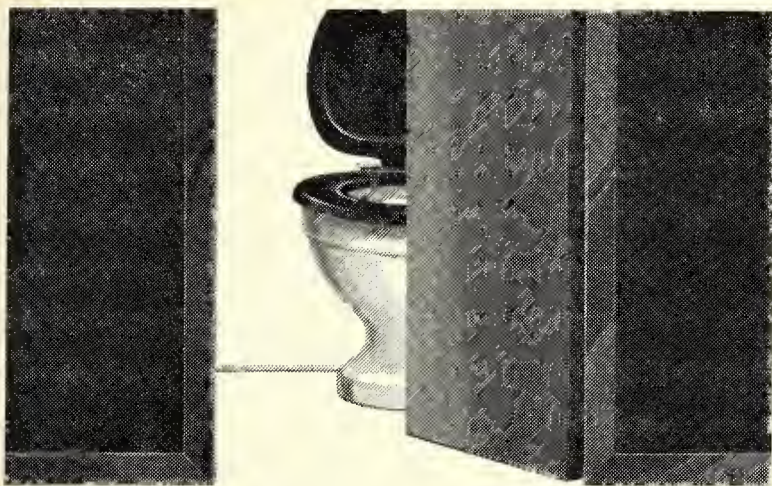
The Casual Club, Nash House, 12 Carlton House Terrace, London SW1, at 7 pm. Mr I. Shipley, MPS, on "The misuse of drugs" (visitors welcome).
Dundee and Eastern Scottish Branch, Pharmaceutical Society, Medical School, Ninewells Hospital, at 7.30 pm. Speaker: Mr A. M. MacConnachie (Ninewells pharmacy drug information service).
Harrogate Branch, Pharmaceutical Society, Postgraduate centre, Harrogate General Hospital, at 8 pm. Dr J. K. Crellin on "Antiques and history of pharmacy."
Leeds Branch, National Pharmaceutical Union, Golden Lion Hotel, Briggate, at 8 pm. Informal social evening.
Southampton Branch, Pharmaceutical Society, Brookside Training Centre for Handicapped Persons, Auckland Road, Millbrook, Southampton, at 8 pm. Mr I. F. Whitehead (area dental officer, Birmingham) on "Drugs in dentistry." (Joint meeting with BDA branch.)
Swindon Branch, Pharmaceutical Society, Room 4 Wyvern Theatre, Swindon, at 8 pm. Dr Clayton (Merck, Sharp & Dohme) on "Modern antihypertensive drugs."

Friday, December 12

Bristol Branch, Pharmaceutical Society, The Red Lodge. Wine and cheese party and conducted tour (sponsored by Vestric Ltd).
Northumbrian Branch, Pharmaceutical Society, Red House Restaurant, 32 Sandhill (Quay Side), Newcastle, at 8 pm. Mr G. Batey on "Bees and honey."

Advance information

Society for Drug Research. Symposium on "Drug metabolism and drug development", Chelsea College, Manresa Road, London SW3, December 16 at 10 am (members free, non-members £3). Details from Dr A. B. Simmonds, 35 Summerland Gange, Summerland Gardens, London N10 3QP.



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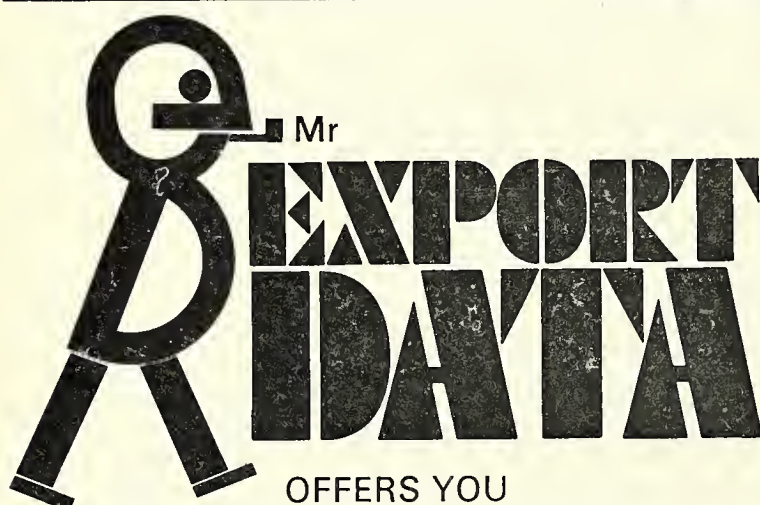
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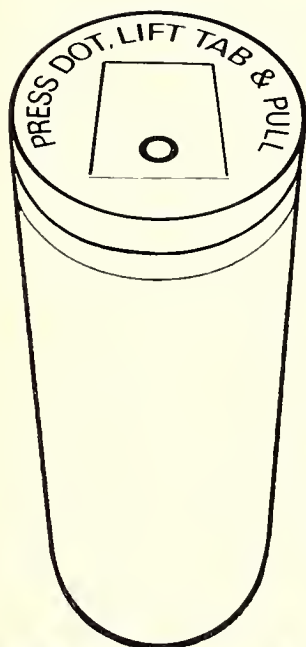
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